Trade and Indus

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UK mining machinery 197

LCCI
INTERNATIONAL DIVISION

London Chamber of Commerce and Industry

69 Cannon Street, London EC4N 5AB

HELP FOR EXPORTERS

Conferences, Seminars and Meetings

GENERAL

Dec. 18 Understanding foreign exchange — a half-day seminar directed to practical considerations.

THE AMERICAS AND CARIBBEAN

Oct. 26 "The Anatomy of Product Liability Insurance" — a day-long seminar to review a growing problem in the U.S.

Nov. 21 Argentina — 3-day Businessman's Course, Farnham Castle.

Nov. 28 Venezuela — debriefing meeting following mission.

ASIA AND PACIFIC

Oct. 25 "Exporting to Japan" — talk-in on current business opportunities with Sir Michael Wilford, KCMG, British Ambassador in Tokyo, as guest speaker.

Dec. 14 South East Asia Business Club — quarterly meeting. (Membership open to those involved in ASEAN trade and investment).

Dec. 14 Japan/Hong Kong — debriefing meeting following mission.

MIDDLE EAST AND AFRICA

Oct. 20 "Europe and Africa" — a one-day conference at Guildhall jointly sponsored by the London Chamber, Royal Africa Society and EEC Commission on the continuing North-South dialogue.

EASTERN EUROPE

Oct. 20 Conference on trade with USSR — a meeting with Soviet Trade Delegation.

Oct. 31 Inward Mission from Romania — a meeting with delegation representing various trade organisations.

WESTERN EUROPE

Oct. 21 Luncheon for German Ambassador, who will speak on the future development of the EEC.

Oct. 24 Inward Mission from Greece — a chance to meet the President of the Athens Chamber and leading businessmen.

Nov. 3 "Engineering and Textiles in Scandinavia" — half-day seminar on sales opportunities in Gothenburg, including procurement advice from SKF and Volvo.

Nov. 15 "Iberia: the pattern of two-way trade" — a half-day conference to examine trade opportunities.

Nov. 21 Luncheon for Portuguese Ambassador, who will speak on recent developments and legislation.

Nov. 22 "The EEC in Action" — 3-day visit to Community institutions in Brussels.

Dec. 2 Israel — debriefing meeting following mission.

Dec. 8 "Purchasing in the EEC" — a business clinic to discuss current practice with noted experts.

1978 MISSIONS WITH BOTB SUPPORT GRANTS (CLOSING DATES OCT.-DEC.)

Feb. 17 Mexico (14 days)
High-level mission for suppliers of steel plant, petro-chemical and heavy machinery, machine tools, and printing machinery.

Mar. 3 United Arab Emirates (10 days)
For engineers, suppliers of consumer durables and hospital equipment, and those interested in joint ventures.

Mar. 4 South Africa (15 days)
Bi-annual general trade mission.

Mar. 31 New Zealand/Australia (23 days)
Bi-annual general trade mission.

Apr. 6 Argentina/Uruguay/Paraguay (15 days)
High-level mission for suppliers of capital goods, financial and consultancy services.

These activities cover the period October-December. An extended list is featured in the Chamber's International Diary available on request. Application forms, or further information, can be obtained through Beth Tweedale at the address ABOVE, or by telephoning 01-248 4444 ext. 320.

1978 EXHIBITIONS (STILL OPEN) WITH BOTB SUPPORT GRANTS

May 9 Compec Europe (Computer Peripherals and Software)
Brussels — 3 days

Sep. 10 Fire Chiefs Conference and Exhibition
Cincinnati — 5 days

Sep. 11 Electric-Mining
Johannesburg — 5 days

Oct. 17 Transport '78
Munich — 5 days

Oct. 30 Machevo/Milieu
Utrecht — 6 days

Nov. 14 Southern Plant Engineering and Maintenance
Houston — 3 days

********** *OTHER SERVICES OF THE INTERNATIONAL DIVISION* **********

Executive Travel Circle
Membership of the Travel Circle is open to individual persons or companies if they are members of the London Chamber, or any other UK Chamber of Commerce. This scheme enables members to obtain guaranteed rates, corporate rates (normally only available to the largest companies) and discounts on car-hire, hotel accommodation, etc.

Small Firms Advisory Service
This service provides help and advice for the smaller company wishing to expand its business through exports, but who may lack the personnel and time to investigate new markets.

International Business Training Programme
EEC procedure and documentation, import customs practice, how to start in export, securing payment for exports, and many other subjects in a full programme.

Export Strategy Conference
Published papers from the very popular two-day July conference at the Cafe Royal are now available. The papers also include the speeches by the Secretary of State for Trade and the Rt. Hon. Peter Walker MP who concluded the conference. Price £18, plus 60p postage and packing.

Language Courses
Arabic courses in October & December 1977. Intensive residential courses at a quiet country hotel designed to provide a basic 450-word vocabulary.

Special Business and Market Reports
A new scheme which offers over 50 titles of new and recently published major research reports from noted sources such as the Financial Times, Metra Consulting, Middle East Economic Digest, Sino-British Trade Council, at special prices for International Division members.

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FOR FURTHER INFORMATION PLEASE ENCIRCLE TI 605 ON READER SERVICE REPLY FORM IN THIS ISSUE

Trade and Industry

7 October 1977

News from the Departments of Industry·Trade·Prices & Consumer Protection

Incentives to encourage greater efficiency and competitiveness in British industry are provided by the government under various schemes of selective financial assistance. See the guide on the centre pages.

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Editorial
Room 439 1 Victoria Street, London SW1H 0ET
Telex 8811074 answer back DT1HQ G LONDON

Editorial inquiries		01-215 5730
Editor	Alan Williams	01-215 5653
Deputy editor	Gillian Samuel	01-215 5620 01-215 5654
Home news and technology	Peter Curtis Jennifer Clarke	01-215 3019 01-215 5074
European community and overseas trade	Alex Mayne-Reid Geoff Hesford	01-215 3016 01-215 3006
Art, pictures and statistics	Bob Priestley	01-215 3118
Business manager	John Bentley	01-215 3388
Assistant business manager	Laura Kaufman	01-215 5656
Circulation control	Christine Swinyard	01-215 5021

Advertisement department
13 Great James Street, London WC1 01-242 9478

Advertisement manager	Dudley Masters	
Deputy advertisement manager	Tom Barratt	
Northern manager	Allan Loftus	061-766 2191

11 Randale Drive, Bury Lancashire BL9 9HZ

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ABC

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Trade and Industry this week

OVERSEAS

Good prospects for £112m UK-Poland shipping deal

In an announcement on Tuesday, Prime Minister James Callaghan said that a contract for Britain to build 24 ships for Poland showed every prospect of being concluded this month.

Speaking to the Labour party conference at Brighton, Mr Callaghan explained that he had been in communication with the chairman of the Polish Council of Ministers following their official meeting last December in London when the shipbuilding question had been raised. Mr Callaghan said that he had told the Polish Prime Minister that as his country wanted to buy the ships, Britain ought to be able to build them.

Mr Callaghan pointed out that the contract would represent 8000 man-years of work in British shipyards and their supplying industries.

British Shipbuilders has now agreed a deal consisting of 15 small ships, seven large ships and two crane barges to a total value of around £112 million.

When signed, the deal will open up a new area of commercial co-operation between the two countries. It is part of the continuing process of developing increasingly close links between Poland and the UK as trading partners.

Education minister visits north America

Gordon Oakes, Minister of State, Department of Education and Science, started a visit to the United States and Canada this week (1 October).

During his stay he is studying methods used for recruiting able young people into scientific and engineering-based industries, and examining educational provision for 16 to 19-year-olds.

While he was in Washington on 3 and 4 October, Mr Oakes visited the National Institute of Education and met the heads of the Bureaux of Higher and Continuing Education, Occupation and Adult Education, and Elementary and Secondary Education.

He also discussed with the National Science Foundation its programmes for high-ability science students, visited the Scientific Manpower Commission, met the vice-president of the American Association of Community and Junior Colleges and toured the campus of the new university of the District of Columbia.

Mr Oakes will visit educational establishments in Canada next week.

Exporting to western Europe: national conference in November

Exporting to western Europe is the theme of a national conference being held at the Wembley Conference Centre on 29 November, it was announced on Monday. Organised by the European Trade Committee (ETC), the area advisory group of the British Overseas Trade Board responsible for advising the board on trade with western Europe, the conference will include case studies and audio-visual presentations on four companies who have experienced and overcome some of the practical problems of exporting to western Europe: Marks and Spencer, London; Hamworthy Engineering, Poole, Dorset; Colt International, Havant, Hants; and Bevan Funnell, Newhaven, Sussex.

It will be opened by Sir Frederick Catherwood, BOTB chairman, and chaired by Sir Derek Ezra, chairman of the ETC. The Secretary of State for Trade will speak at lunch and writer and broadcaster Robert McKenzie will introduce the case studies.

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UK goods on show in Singapore

At the first international exhibition of materials handling and construction machinery (Imac) which opened in Singapore this week (Wednesday), there are 33 British companies taking part with the backing of the British Overseas Trade Board in co-operation with the Birmingham Engineering and Building Centre.

Equipment on show includes cranes, dumpers, fork lift trucks, excavators, concrete mixers, roofing felts, industrial diesel engines, generating sets, paint sprayers and weighing and filling machines.

Singapore will also be the venue, from 7 to 11 November, for the first south-east Asian production machinery and industrial development show (Machine Asia) where BOTB has organised a British pavilion.

HOME

Fall in number of company probes

The number of Department of Trade investigations into the affairs of companies fell in 1976, though some of the cases were major ones.

There were 10 investigations under section 165 of the Companies Act 1948 (compared with 16 in 1975) and 130 under section 109 of the Companies Act 1967 (150 in 1975). During the year, eight reports of inspections were published.

The department's powers of investigation are aimed principally at fraud, misfeasance and other misconduct; they are not used solely to investigate insolvency or as a substitute for civil remedies available through the courts.

Figures are given in *Companies in 1976*, the department's annual report for the year ended 31 December 1976, published on Monday (HMSO, £1.25).

During 1976, 2511 orders for the winding up of companies were made by the court in England and Wales, the highest number recorded in any year this century. Nearly a fifth of the orders were made against companies in the construction sector.

The report gives details of the department's administration of the companies acts, and its work on company law reform and harmonisation of EEC company law. During the year the Companies Act 1976 and the Stock Exchange (Completion of Bargains) Act 1976 were enacted, the former, in particular, tightening up the requirements on the filing

of company accounts and the latter enabling the stock exchange to introduce a new computerised settlement and stock transfer system.

There were increases in new company registrations (53 819 compared with 43 428 in 1975), applications for business names (150 355 compared with 124 461), file searches (2 099 460 compared with 1 928 819) and notifications of liquidations (10 054 compared with 8899). But there was a decrease in the number of annual returns filed (459 034 compared with 529 833). The report explains that this drop was probably due to the flood of returns lodged during May 1975 before the increase in filing fees became effective.

December deadline for N. Yorkshire and Scottish assisted area applications

To benefit from their present development area status, applications for assistance under the Industry Act 1972 for Aberdeen, Inverurie, Stonehaven in Scotland and Malton, Northallerton, Pickering, Richmond and Thirsk in north Yorkshire must be submitted by 31 December, it was announced on Monday (3 October). In April of this year it was announced that these areas were downgraded to intermediate area status by the Assisted Area Boundaries Orders 1 and 2 (SI 683 and 706). These changes will take effect on 1 April 1978.

Applications for selective financial assistance under section 7 of the Industry Act 1972, including applications under the service industry scheme, must be submitted to the Department of Industry's Yorkshire and Humberside Regional Office or the Scottish Economic Planning Department, by 31 December 1977 with all the necessary supporting information. Applications which are not accompanied by the appropriate information or which are submitted after 31 December 1977 will be accepted but no assurance can be given that their appraisal will have been completed before the area is downgraded. This may affect the level of assistance which the company is offered and in particular for service industries will mean that the project may be ineligible for job creation grant.

Companies who intend to apply for selective assistance should contact: Regional Director, Department of Industry, Priestley House, Park Row, Leeds LS1 5LF, or Scottish Economic Planning Department, New St Andrews House, St James Square, Edinburgh.

Interim price increases allowed

On Monday, the Price Commission announced that it has allowed interim price increases for the area electricity boards of England and Wales and Metal Box Ltd while investigations take place.

This followed the commission's announcement on 23 September that certain price increases proposed by the area boards and Metal Box Ltd would be subject to investigation.

An effect of the commission's decision to investigate is that the price increases proposed may not be implemented during the period of the investigation which must be completed within three months. However, the commission is obliged to allow interim price increases to the extent to which the safeguard regulations operate.

Representations by the Electricity Council have been considered and the commission has exercised its powers under the Price Commission Act 1977 and decided not to restrict the proposed fuel cost adjustment increases during the investigation. The increases will now be implemented from 1 October 1977 and will add about 1 per cent to bills. These increases result from an estimate of the operations of the safeguard regulations in respect of the area boards.

Metal Box Ltd also made representations and has been allowed a maximum overall average weighted increase of 9.81 per cent. This increase results from a calculation of the operation of the safeguard regulations in respect of Metal Box, although the commission did indicate when taking the decision to investigate that an interim increase for Metal Box would be granted to take account of the costs of raw materials, especially of tinplate.

MMC still has important role - Borrie

It is a mistake to think that, following the creation of the new Price Commission, the Monopolies and Mergers Commission (MMC) had been left with little to do, said Gordon Borrie, Director General of Fair Trading, when he addressed a London seminar on Monday.

Mr Borrie said that, with the larger responsibilities of the reconstituted Price Commission, the question could be asked – are there too many official bodies dealing with monopolies and uncompetitive practices? But, he pointed out, the Price Commission – even when it examined the relationship between price levels and anti-competitive practices in a certain sector of industry – was essentially concerned with making a judgement only as to whether current or proposed price levels were justified.

The monopolies commission had frequently been asked to look deeper, to examine the basic structure of an industry and to investigate anti-competitive practices which were not necessarily concerned immediately with price levels – practices such as refusals to supply, exclusive-dealing arrangements and full-line forcing.

'I think therefore that the present roles of the two commissions are complementary,' said the director general. 'During the debates on the Price Commission Bill, the government said that, in due course, there may be a bringing together of the two commissions, presumably with the Office of Fair Trading having powers of initiative as it does now, in making references to the Monopolies and Mergers Commission.'

Fusion might well be desirable in due course, said Mr Borrie, but he pointed out that the MMC was a body of 30 years' experience and although no-one in industry liked the burden of an MMC inquiry, few would dispute the thoroughness, fairness and judicial care it brought to bear in its work. Now the Price Commission had been reconstituted, further institutional change should not be made before there was adequate experience of its work.

Giro introduces three new services

National Giro announced on Tuesday (4 October) that it was introducing three major new services for personal customers – deposit accounts, bridging loans and budget accounts.

The deposit account facility will be available to all personal customers; only those customers who have 'pay through Giro' accounts will be able to apply for the other two services.

The bridging loans facility, to be introduced shortly, will assist customers in house purchase both with initial deposits and with bridging finance in the sale and purchase of properties.

Budget accounts, to be introduced in spring 1978, will allow customers to spread their payments evenly over a 12-month period.

Airport police: compensation arrangements agreed

Agreement has been reached between the Department of Trade and four airport authorities on arrangements for compensating those who lost office or emoluments as a result of the Policing of Airports Act.

Most people who held office with the airport constabularies whose duties were assumed by local police forces under the act have already been offered either alternative appointments or compensation. However, the conclusion of these agreements enables redress to be sought from the courts in respect of any dispute about an individual's rights.

The four airport authorities concerned are the British Airports Authority (for Heathrow, Gatwick, Stansted, Prestwick and Edinburgh airports); Manchester International Airport Authority (for Manchester Airport); Strathclyde Regional Council (for Glasgow Airport); and West Midlands County Council (for Birmingham Airport).

Home news

Radical insolvency provisions now in effect

An estimated 60 000 people who had been undischarged bankrupts for more than 10 years received an absolute discharge on 1 October. This happened without them having to do anything about it themselves and without any court appearance. On that day the more-wide reaching and radical provisions of the Insolvency Act 1976 became effective. Only two sections which deal with administration orders remain unenforced.

Other persons who on 1 October had been bankrupt for more than five years but less than 10 years will now receive automatically an absolute discharge on the tenth anniversary of the order adjudging them bankrupt. Again without any action needed on their part.

Those bankruptcies which were less than five years old on 1 October will, under section 8 of the new act, be reviewed by the Bankruptcy Court during the 12 months following the fifth anniversary of the adjudication. It will decide whether to grant a discharge unless, in the meantime, the bankrupt himself makes application for discharge. This he can do under the procedure laid down by the Bankruptcy Acts 1914 and 1926, notwithstanding the new provisions.

Another major change in bankruptcy procedure, now introduced in section 6 is that the court may, on the application of the Official Receiver, dispense with a public examination. Generally, this will be where the debtor has been fully co-operative, has not been bankrupt before, and his affairs are not a matter of concern to the public. Further, when the court dispenses with or closes a public examination it will then consider whether the case is one where an automatic discharge, to take effect on the fifth anniversary of the adjudication, should be granted. If no such automatic discharge is ordered the case will be reviewed after five years under section 8.

In the companies liquidation field, section 9 of the act extends the grounds for disqualifying a person from being a director or taking part in the management of a company. The court is empowered to make an order to that effect if the person has been a director of two or more companies which, not being able to pay their debts in full, have gone into liquidation within five years of each other and, in the opinion of the court, he is unfit to act in that capacity.

Other changes introduced allow claims in bankruptcy and liquidation to be made in a simplified form unless a proof by way of affidavit is called for. The Secretary of State for Trade is no longer under an obligation to audit every account submitted to him by trustees and liquidators. He is permitted discretion as to which accounts shall be dealt with in this way.

The Insolvency Act received the royal assent in November last year. On 20 December 1976, the Secretary of State for Trade brought in those sections which increased monetary limits in bankruptcy and winding-up matters, some of which had not been changed since 1915 at least. An advisory committee on bankruptcy and winding-up rules was established.

Two further sections extending the time for complying with a bankruptcy notice and prescribing a single insolvency services account at the Bank of England for all bankruptcy and winding-up realisation proceeds, came into force on 1 April 1977.

How the new legislation might affect you . . .

The Department of Trade is preparing a leaflet, 'The New Insolvency Act explained'. It will be distributed through Official Receivers' Offices and many local authorities and libraries. Copies may also be obtained from Bankruptcy Headquarters, Department of Trade, 2-14 Bunhill Row, London EC1Y 8LL, tel. 01-606 4071, ext. 208.

Is industry unpopular with school-leavers?

Without industrial, and especially manufacturing success, Britain cannot increase its standard of living, Les Huckfield, Parliamentary Under-Secretary of State for Industry, told the 'Shaping Tomorrow' Conference in Birmingham on 27 September, which was attended by more than 300 people, from Midlands industry and education.

'It has also been our policy,' he said, 'that pupils, teachers and parents should be better informed of industry's role together with the challenge and opportunities it offers in the hope that more of our most able pupils will consider the choice of an industrial career, particularly in the wealth-creating areas of design, production, quality control, marketing and sales. It is in these areas that industry needs to attract the best talent available, otherwise it will not survive, neither will the nation.'

He pointed out that within its broad policy objectives the Department of Industry actively encourages, by financial and moral support, schemes such as joint projects involving schools and individual firms; joint initiatives between teachers and industrialists on curriculum development, teaching aids, guidance material and packages; industry related in-service courses for teachers engaged in science or mathematics-based teaching, and seminars, courses and conferences to study aspects of school/industry collaboration, particularly as it affects small firms.

Chrysler speaker

Speaking at the same conference George Lacy, a Canadian who joined Chrysler UK in February last year and is now managing director, commented that in the United Kingdom careers in industry were now low on the list of priorities of many of the country's brightest school-leavers and graduates.

NEB lends to Leyland . . .

The National Enterprise Board announced on 29 September that it is providing British Leyland with a long-term loan of £50 million at an interest rate of 13¼ per cent per annum.

When the government's approval was given in July by the secretary of state for further sums of up to £100 million to be made available by the NEB, this was conditional upon the NEB being satisfied that progress on industrial relations reform was being maintained. It was not then anticipated that any of the £100 million would need to be drawn until later in the year by which time British Leyland's forward plans would have been available and considered against the background of progress in the current negotiations between the company and the trades unions.

Cash flow

In the meantime British Leyland's cash flow has been adversely affected by a number of strikes at component manufacturers. Consequently the NEB has decided, with the consent of the Secretary of State for Industry, that part of the £100 million authorised in the summer should be made available to the company now.

. . . and buys shares in Tyne and Wear company

The National Enterprise Board has subscribed for 7000 new shares in Hivent Ltd of Washington, Tyne and Wear, at £2 per share giving the NEB a 26 per cent holding in the enlarged equity and for 40 000 £1 10 per cent cumulative redeemable participating 1985 preference shares at par. This makes an equity investment of £54,000.

Hivent specialises in the design, manufacture and installation of air pollution control equipment.

If your company's excelled itself, tell us. Tell everybody.

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Name_____

Name of Company_____

Address_____

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TIJ4

The closing date for return of applications is 31 October, 1977.

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Last report of first Price Commission published

Nearly £37 million was secured by the Price Commission in the form of price reductions or the absorbing of costs by large enterprises during June and July. Most of this related to the British Gas Corporation.

This is one of the highlights of the Price Commission's report to parliament for the period 1 June to 31 July [1], which was published on Tuesday 27 September. The report covers the last two months of the commission's operations under the original legislation. The functions of the commission were substantially altered by the Price Commission Act which came into force on 1 August and future reports will take a different form.

During the period the commission modified, rejected or secured the withdrawal of 116 notifications of price increases from category I and II companies. The commission's regional staff secured 166 general price reductions from smaller firms which had exceeded their reference levels. In addition, 186 individual price reductions were made following complaints from members of the public about particular prices.

[1] The Price Commission's report for the period 1 June-31 July 1977 is published by HMSO (cmnd 6950, £1.15).

Doorstep canvassing of cash loans banned

To approach consumers anywhere except on trade premises with a suggestion that they should take on cash loans unless a visit has been requested in writing by the consumer became an offence on 1 October. This extra protection results from bringing into effect section 49 of the Consumer Credit Act 1974 by an order[1] made by John Fraser, Minister of State for Prices and Consumer Protection, on 6 May and coincides with the requirement for traders carrying on consumer credit or consumer hire businesses to be licensed.

[1] 'The Consumer Credit Act 1974 (Commencement No. 3) Order 1977'; SI 1977/802 (c30), HMSO, price 15p.

The only exception to this prohibition is in respect of overdraft accounts where the Director General of Fair Trading allows such soliciting to take place using his discretionary powers under section 49 of the act. These powers permit the director general to make a determination that a current account kept with the creditor may be canvassed where the debtor already keeps an account with the creditor (whether a current account or not), and the director general is of the opinion that the determination is not against the interests of debtors. The determination may impose conditions as regards the types of current account and the manner in which the canvasser may operate. The director general has already issued a determination in relation to certain current account overdrafts.

The canvassing or soliciting of sales for specific goods on credit (debtor-creditor-supplier agreements) or consumer hire agreements in the home, or anywhere away from trade premises, is permissible only when traders have obtained a special endorsement to their standard licence.

Fisons price increases to be investigated

Certain price increases of Fisons Ltd are to be investigated by the Price Commission. The agrochemical division of Fisons Ltd pre-notified to the commission on 7 September that they intended to increase prices of their agricultural and horticultural products. The commission considered the proposed increases and decided that they should be the subject of an investigation under section 4 of the Price Commission Act 1977.

The effect of the commission's decision to investigate is that the price increases proposed may not be implemented during the period of the investigation which must be completed within three months. However, the commission is able to allow interim price increases, and is obliged to do so to the extent to which the safeguard provisions operate. Anyone who wishes to make any representations to the Price Commission in connection with these investigations should write to the Secretary, Price Commission, Neville House, Page Street, London SW1.

New home safety data expected

Loose estimates indicate that home accidents are responsible annually for 6000 deaths and 100 000 hospital in-patients and that a further 650 000 out-patients and 500 000 GP patients also receive treatment, said John Fraser, Minister of State for Prices and Consumer Protection, on 26 September.

New campaign

Speaking at the launch of a new campaign on home safety by the Royal Society for the Prevention of Accidents, Mr Fraser said that not all these accidents were avoidable, but a significant proportion could be avoided if more care were taken. The cost to the health service and to the economy in general in terms of working days lost was very high indeed.

Referring to the home accident surveillance system which the Department of Prices and Consumer Protection has instituted, Mr Fraser said that in the past there had been a lack of comprehensive data about home accidents and their causes. Home safety publicity therefore had to be based on the somewhat limited information available from various sources and on a common-sense appraisal of likely hazards in the home: this had worked reasonably well.

Information collected

Since January of this year he said that information had been collected from 20 carefully selected hospitals about casualties treated in accident and emergency departments following accidents in the home and the first batch of data was expected to be available very shortly. This would produce detailed information on types of accidents, products involved, place of accidents and age groups most at risk. The system would indicate where further detailed research was needed, it would enable those concerned with home safety to concentrate their efforts in priority areas, it would influence the scope of safety standards and supporting regulations and it will help the department and Rospa to plan home safety publicity to concentrate on the most important problems.

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Export role for purchasing and supply

Edmund Dell, Secretary of State for Trade, drew attention on 30 September to the way in which people concerned with purchasing could help to encourage better performance in the United Kingdom by the placing of orders for new and improved and more competitive products. Speaking to the Institute of Purchasing and Supply conference at Maidenhead, he said that this encouragement could range from better communications with suppliers and ensuring that they had early warning of changes in design and volume, to even more positive schemes for working jointly on specifications that also met export requirements. 'I know that the institute, in consultation with Nedo and the CBI has recently been active in such matters and I welcome it.'

Discussing the problems of industrial performance and level of unemployment, Mr Dell said that he thought that the growth of imports into this country had been higher than it should have been, given Britain's low economic growth and depreciating currency. Without a competitive exchange rate, imports would have been even higher and exports lower. But it was clear that there were factors in Britain's situation which went beyond price competitiveness.

One of the factors was reliability of supply. There were of course wide areas of the industrial economy where Britain was a highly reliable supplier. A CBI survey some time ago showed an improving reputation in that respect. Taking cars as an example, Mr Dell said that if one wanted to know why there was now such a high import penetration of foreign-made cars, the most important reason was surely reliability of supply from domestic manufacture. There was of course these days a great clamour for import controls on cars, and indeed the situation would have to be reviewed if the predictions made by Japanese exporters were exceeded. With the rising Japanese trade surplus, pressure for measures to correct the imbalance increased, and in his view with increased justification. However Japan was not the largest source of imported cars. The first way to deal with the import penetration was to produce more cars here in the United Kingdom. That would do a good deal for our exports too, he said.

Advance factory for Gainsborough

The English Industrial Estates Corporation announced on 29 September that work was soon to start on the construction of a 1350 m² (15 000 sq ft) advance factory for the Department of Industry on a site at Heapham Road, Gainsborough, Lincs.

Work is expected to start at the beginning of October and the premises should be ready for occupation by April 1978.

Skytrain frequency increased

The frequency restriction from Laker Airways' Skytrain licence has been removed by the Civil Aviation Authority. The authority considers that Laker Airways' declared intention to file a schedule for the summer of 1978, under the UK-US Bermuda 2 agreement, comprising two flights a day, one with a DC10 and the other with a Boeing 707, makes this restriction superfluous.

Although Laker Airways' proposed schedule would represent a 27 per cent increase in frequency from 11 to 14 flights a week, it would in fact entail a slight reduction in the number of seats presently licensed from 3795 a week to 3738. In this way the original concept of Skytrain, as a low-cost, short-notice booking service involving high average seat factors with no guarantee of passengers getting a seat, should be preserved.

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL. (Tel. 01-606 6699). ECGD has 10 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

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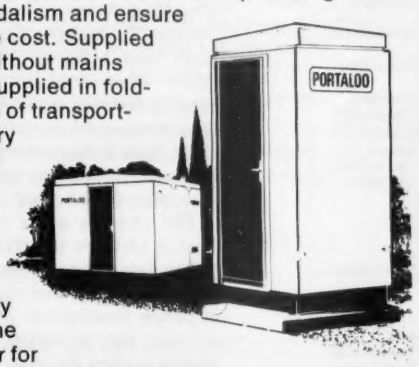

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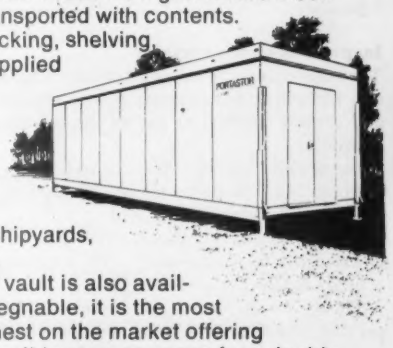

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The Register of Restrictive Trading Agreements (Restrictive Trade Practices Act 1976)

Additions and amendments to the register

Additions and amendments made to the alphabetical index to the register during the quarter ending 30 September 1977 are given below in Lists I and II respectively. An explanation of the modified form in which these are now being presented, and of the symbols used in the index, was published in *Trade and Industry* on 7 January 1977, page 8.

Agreements referred to the restrictive practices court

On 10 April 1959 there was published in the *Board of Trade Journal*, page 859, a list of all agreements in respect of which Notices of Reference (constituting formal commencement of proceedings before the Restrictive Practices Court) had been issued, except those which had already been dealt with by the court. Subsequent additions have been published at approximately quarterly intervals; there have been no additions to the list in the period ending 30 September 1977.

Agreements not to be referred to the Restrictive Practices Court

The Secretary of State for Prices and Consumer Protection may, on the representation of the Director General of Fair Trading, give directions under section 21(2) of the Restrictive Trade Practices Act 1976, discharging him from the duty of referring an agreement to the Restrictive Practices Court. These agreements are indicated in the index to the register by the symbol 'B' and any additions during the period can readily be identified from the last column in list II.

'D' and 'F' agreements

Similarly, additions during the period to lists of agreements determined or varied to like effect can be readily identified from the symbol 'D' or 'F' respectively, together with the month and year concerned, given in the last column of lists I and II. This is explained more fully on page 9 of *Trade and Industry* of 7 January.

Inspection of the register

The register may be inspected between 10 am and 4.30 pm on any weekday except Saturday and certain holidays at any of the following addresses:

Office of Fair Trading (Public Search Room): Room 517, Chancery House, 57 Chancery Lane, London WC2A 1SP

9 Hope Street, Edinburgh EH2 4EL

Department of Commerce [1], 176 Newtownbreda Road, Belfast BT1 4JX

The fee for inspecting the register is £1.00 per day, but if fewer than five agreements are inspected, the fee is 20p for each agreement.

Indices to the register, including ones in which commodities and services are grouped by classes, may be inspected at these addresses free of charge. There is also a card index available for inspection, listing the parties to 'service' agreements in alphabetical order.

[1] Only Northern Ireland agreements can be inspected on demand at this address but other agreements will be obtained for inquirers if required after inspecting the indices.

LIST I – ADDITIONS TO THE REGISTER

Registered no. of agreement	Commodity or service	Area if local	See first paragraph on symbols
S/182	Actuarial services		
S/216	Actuarial services		
4113	Books		
S/138	Computing service		
4067	Concrete gravity structures		
4099	Concrete, ready mixed	Reading	
4100	Concrete, ready mixed	Mendips	
4106	Concrete, ready mixed	Leicester	D4/77
4107	Concrete, ready mixed	Hinckley	D4/77
4108	Concrete, ready mixed	Newport Pagnell, Milton Keynes	D4/77
4116	Concrete, ready mixed	Birmingham	
4117	Concrete, ready mixed	Pembroke, Tenby, Narbeth	D4/77
4118	Concrete, ready mixed	Huddersfield, Brighouse	D4/77
4119	Concrete, ready mixed	York	D4/77
4121	Concrete, ready mixed	Twyford, Wokingham	D6/77
4122	Concrete, ready mixed	Newbury Hungerford	D6/77
4123	Concrete, ready mixed	Oxford, Witney, Abingdon	D6/77
4124	Concrete, ready mixed	High Wycombe	D6/77
4125	Concrete, ready mixed	Basingstoke	D6/77
4126	Concrete, ready mixed	Andover	D6/77
4127	Concrete, ready mixed	Farnham, Alton, Liss	D6/77
4128	Concrete, ready mixed	Aldershot, Farnborough, Camberley	D12/76
4129	Concrete, ready mixed	Reading, Purley	D6/77
4130	Concrete, ready mixed	Kenilworth, Warwick, Leamington	D6/77
4131	Concrete, ready mixed	Banbury	D6/77
4132	Concrete, ready mixed	Carmarthen	D12/76
4135	Concrete, ready mixed	Chepstow	D6/77
4136	Concrete, ready mixed	Evesham	D6/77
4137	Concrete, ready mixed	Cheltenham	D6/77
4138	Concrete, ready mixed	Gloucester	D6/77
4139	Concrete, ready mixed	Swindon, Cirencester, Burford	D6/77
4141	Concrete, ready mixed	Bristol, Avonmouth, Clevedon	D6/77
S/619	Contract cleaning		
3994	Electrophotographic copier and components		
S/456	Estate agency and allied services	Northampton	
S/458	Financial services		
3965	Fish	Bridlington and Scarborough	
4088	Fish	Bridlington and Scarborough	
S/434	Freight forwarding		
S/172	Freight forwarding (import clearance)	London (Heathrow)	
S/333	Fuel cartage and storage	London (Heathrow)	
4109	Grocery products		
S/437	Holiday accommodation	Rhyl	
S/453	Holiday accommodation	Seaton	
S/297	Inland water transport		
S/555	Land agency		
4113	Records		
3954	Special purpose machinery		
S/309	Storage and handling		
4097	Telephone (push button type) components		
4143	Thermal insulation		
S/66	Tour operators		
S/1	Valuation, estate agency and allied services		
S/109	Valuation, estate agency and allied services		
4091	Video tapes		
S/591	Waste disposal		

LIST II – AMENDMENTS TO THE INDEX

Registered no. of agreement	Register index entry		Amendment
3856	Bacon pigs	B4/75	add E5/78
S/351	Coach touring	North Western	add F8/77
4093	Concrete, ready mixed	Windsor, Slough, Maidenhead	add D4/77
S/344	Haulage-tipping	Doncaster	add F7/77
3747	Meat	London	add F6/77
4064	Pet foods		add D6/77
S/40	Ship repairing		add D6/77

The following should be substituted for the index in the 'Addition and Amendments to the Register':

1 For the quarter ended 30 June 1973, published in *Trade and Industry*, page 38, on 5 July 1973:
3774 Asbestos products – friction materials D/68

2 For the quarter ended 30 September 1973, published in *Trade and Industry*, page 34, on 4 October 1973:
3776 Sand (processed sea-dredged)
3776 Gravel (processed sea-dredged)

Changes in domestic air fares

The Civil Aviation Authority has approved changes in United Kingdom domestic air fares from 1 November 1977 and 1 April 1978. These include increases generally ranging between 4 per cent and 7½ per cent on one-way and excursion return fares with effect from 1 November, and between 6 per cent and 10 per cent on inclusive tour fares with effect from 1 April 1978.

The changes apply to all tickets issued from 3 October for travel after the appropriate date. They follow applications by all UK domestic airlines which were the subject of public hearings on 7/8/12 September. In general, the authority considered the increases applied for were justified, and within the limits of the government price code. Net operating costs of all airlines on all domestic routes are expected to increase during the current year, compared with last year, by some 13 per cent although there are substantial differences between one airline's increases and another's. On some routes the authority did not accept that the increases sought were justified and these applications were either refused or lower increases than applied for have been approved.

Government sales

19 October 1977—Miscellaneous Stores

Location
Great Danes Hotel, Hollingbourne, Kent

Auctioneers
Fuller, Horsey, Sons and Cassell (Dept L), 52 Bow Lane, London EC4 (tel. 01-248 7954)

Stores lying at depots in SE England comprising fork lift trucks, mobile cranes, vehicles, tyres, MT spares, machine and hand tools, electronic equipment, clothing, textiles, mattresses, furniture, etc.

25 & 26 October 1977—Miscellaneous Stores

Location
The Astoria, Roundhay Road, Leeds 8

Auctioneers
Bartle and Son (Dept L), 52 Merrion Street, Leeds 2 (tel. 0532 450898)

Stores lying at depots in north and east England comprising furniture, clothing, textiles, machine and hand tools, MT spares, electronic spares and two 10-ton tractors.

Catalogues, which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, postage 15p (postal orders only).

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry library's indexing section, tel. 01-215 5842 (alternative number 01-215 5051).

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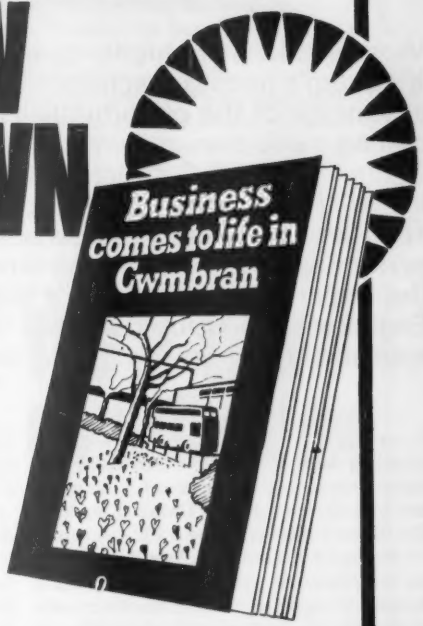

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To R. P. Menday, M.B.E., M.C., General Manager, Cwmbran Development Corporation, Gwent House, Town Centre, Cwmbran, Gwent NP4 3XJ, Wales. Telephone Cwmbran 67777.

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T14

ENCIRCLE TI 603 ON PAGE 59 FOR FURTHER INFORMATION

As advanced as any in the world

UK mining machinery 1977

World markets are highly competitive and the United Kingdom's mining machinery industry will be taking full advantage of the opportunities offered at the international mining exhibition at Birmingham's National Exhibition Centre, 10 to 15 October. British companies are among the leaders in designing and manufacturing mining machinery. Their products stand comparison in technology, design and performance with any in the world. Derrick Tretheway of the Department of Industry's Machine Tools and Mechanical Engineering Division describes the industry and its sponsorship by government and the National Coal Board.

A comprehensive range of mining machinery including some of the most technically advanced equipment in the world is designed and manufactured in the United Kingdom. The industry consists of about 100 companies employing 26 000 people in locations stretching from Scotland down to Cornwall. On a limited definition of mining machinery the official statistics put the output of the industry last year at £376 million. The trade association concerned with exporting, the Association of British Mining Equipment Exporters, on a different definition, records the exports of their members in 1976 as £68 million.

Companies range in size from those with an annual sales turnover in mining machinery approaching £50 million down to small specialist companies. Some form part of publicly owned multi-product trading groups with overseas mining machinery interests and others are small privately owned companies. Together they manufacture a comprehensive range of products, coal cutting machines, roof support systems, conveyors, mine-shaft equipment, coal preparation plants, electrical and control equipment, transport systems for men and materials, safety and communications systems, roadway drivage machines and other items of equipment used by the world's mining industry.

Mining machinery is a closely knit specialist industry. In addition to the necessary close links with their customers, the companies comprising the industry have considerable experience of co-operating among themselves in supplying complete mining systems and face installations for export markets.

In Britain, deep-mined coal dwarfs all other mining activity. As well as open-cast coal there are about 100 non-coal mining operations. These include tin, lead, zinc, gold, iron, tungsten, potash, fluorspar, salt, gypsum, anhydrite and ball clay. A wide range of mining equipment is used including excavating and loading equipment, high speed winding gear for deep shafts and advanced mineral processing equipment. Most of it is supplied by United Kingdom companies.

The success of the machinery industry must depend on demand from their customers in the mining industry. At home the attention that has been focused on the world's fuel problems has led to a firm commitment by government to our coal industry. This is substantiated by government backing for the 'plan for coal' and the consequent very large investment in coal mining that has been approved. Further large scale investment covering the period up to the year 2000 has been proposed by the National Coal Board and its proposals are being urgently considered by government. A pending green paper on energy policy will reinforce the government's support for the coal industry.

It is recognised that the machinery industry has a vital role to play in developing and supplying the specialised high technology equipment on which efficient coal mining must depend. It is fortunate therefore that we have in this country an advanced mining machinery industry with a strong research and development base. The industry has developed as suppliers to the NCB who as pioneers and leading exponents of long-wall coal mining have demanded from their suppliers advanced, reliable and safe equipment. Companies are currently collaborating with the NCB in supplying advanced equipment for its advanced technology mining programme. It is considered that the advanced technology project will lead logically to remotely controlled and extensively automated coal mining equipment giving higher productivity, improved reliability and greater safety. It is anticipated that the programme will lead to systems which will be world beaters particularly when used with retreat mining in thick seams.

Based on their experience of supplying a wide range of equipment to their exacting home market customer the industry has turned its attention to world markets and has been particularly successful in selling long-wall coal-face installations to America, China and other countries. The design and development experience of our exporting companies enables them to design or modify equipment to suit their customers' requirements and the range of mining conditions found overseas.

Government sponsorship of the mining machinery industry has led to close relations between the Department of Industry and the machinery manufacturing companies and their representative organisations. The Department of Trade operates an extensive service to exporters and the Department of Industry operates some selective assistance schemes. In addition to these and other specific services and schemes the government recognised the importance of the industry to the national economy by forming a mining machinery sector working party. The working party, under the aegis of the National Economic Development Council, has created an even closer relationship with the companies and is a forum for a regular exchange of views on the problems of the industry.

The sponsorship branch of the Department of Industry represents government views to the working party and is involved in some of the follow-up work. Outside the working party the sponsorship branch is concerned also with helping individual companies and it is hoped that advantage will be taken by mining machinery manufacturers of the recent product and process development scheme.

Mining machinery, like the miner who operates it, has to work in a hostile environment. The United Kingdom manufacturers have a good record of achievement in developing efficient, reliable and safe equipment that reduces the hazards of mining. In the best United Kingdom pits where productivity is not influenced by under-investment in the past and where reserves are not approaching exhaustion, consistently high levels of output are achieved.

A strategy for growth

Providing a means of directing more resources to the needs of industry is the mining machinery sector working party. It was established in March 1976 under the aegis of the National Economic Development Council as part of the government's industrial strategy. Dick Homan, chairman of the working party, outlines the long-term programme which is aimed at improving the productive and trade performance of the sector.

Support at national level of the government, Confederation of British Industry and Trades Union Congress is reflected in the composition of the working party. It has, among its members, representatives of senior management from mining machinery suppliers, both underground and surface, the sector's trade associations, trade unions and the two main government departments concerned, namely industry and energy. Representatives from the National Coal Board and PD/NCB Consultants Ltd enables the working party to be fully representative of the industry from the supplier to the main customer.

The fact that the NCB is the sector's main customer is, in itself, an important point. We recognise that United Kingdom sales are principally dependent on the NCB coal production and machinery development programmes. Currently, with an upsurge in the importance of coal as our indigenous energy source, as shown by the 'plan for coal', the industry's prospects have improved with NCB's ordering level running at a reasonably stable level.

There are, however, uncertainties about the future supply and price of oil and other sources of energy which still leave the need for some assurance about the future use of coal and, in this context, the working party has commented on the Department of Energy's 'Energy policy review' and we now await the publication of the forthcoming consultative green paper. The implications of a clearly defined energy policy for the future of the mining machinery industry is a clear one and the working party is concerned that there should be plans for future levels of coal production which give some assurance about the home market to supplying companies. In our view, this will enable them to develop their own corporate plans and offer more secure employment possibilities to their workforce.

However, while the prospect of an assured and stable home market is important for the future of the industry, the prospects for any significant expansion of output clearly lie overseas. At the present levels of NCB ordering, the industry has spare capacity and it is the working party's view that this can only be taken up by overseas orders. It is perhaps fortunate for us that the long-term prospects for this seem to be good. With the current higher oil prices, interest in coal development worldwide is growing rapidly and with it the demand for mining machinery. Although competition is strong, the opportunities are there for United Kingdom suppliers.

It is the view of the working party that the United Kingdom mining machinery industry is in a good position to obtain a significant share of this growing market and a large part of the effort and discussion of the working party has been directed towards improving our export possibilities. Currently, proposals are being considered within the industry for ways of achieving higher levels of exports by securing greater co-operation between the suppliers, NCB and PD/NCB. The industry's export record has been a good one. Exports in total rose dramatically between 1973 and 1975 but levelled off in 1976, almost certainly due to world recession. The working party considers there is a good chance of our overcoming the problems which have brought about this levelling off, and of achieving significant increases in exports in the coming year.

One of the problems that we have been concerned with has been the difficulties of securing financial backing to match the competitive practices in our overseas markets, including the offers of free trial installations of mining equipment by, for example, German suppliers. As a result of inquiries made by the working party there is now a wider appreciation of the help available from the Export Credits Guarantee Department in arranging special credit facilities for British mining machinery exporters.

Another problem with which we are concerned is the differences in the design specifications of some equipments required for the home and export markets. The point has been raised that there is a need to demonstrate under production conditions in an NCB colliery, the equipment designed to meet the requirements of particular overseas markets. The working party is pursuing this matter with the object of making arrangements which would assist United Kingdom suppliers to display and better sell their equipment to potential overseas purchasers.

We have been concerned about the fragmentation of the industry's overseas selling arrangements which can place it at a disadvantage in undertaking large development projects compared with our competitors. In many cases, they take part in permanent consortia arrangements. Here again, the working party, with the help of Sir Raymond Brown acting as industrial adviser to the National Economic Development Office, has been considering proposals which could be helpful in solving this problem.

These are the kind of issues which we have been tackling through the working party during the last 18 months, and it is my view that we have made good progress in at least achieving a partial solution to them. In the coming year, the working party will be concentrating its efforts on enlarging the share of United Kingdom suppliers in overseas projects. To achieve this objective, it will need the support and interest of the industry, both management and unions.

A conference, 'The Industrial Strategy' has been arranged for Friday, 2 December. The mining machinery sector working party will be talking directly to companies in the industry about its work and seeking advice about how this might better be adapted to meet the needs of mining machinery suppliers. This meeting, which will be held in Sheffield, will be addressed by Eric Varley, Secretary of State for Industry. It will enable the working party to direct its efforts more positively towards the achievement of objectives which have the full and active support of all sections of the industry. Further information from Mr. W J Skinner, NEDO, Millbank Tower, Millbank, London SW1P 4QX.

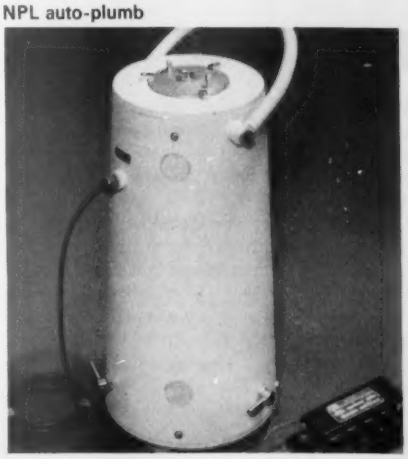
The R & D contribution

Projects at three of the Department of Industry's laboratories contribute to advances in mining technology. Those of the National Physical Laboratory and Warren Spring Laboratory are on show on the department's stand at the international mining exhibition. Anderson Strathclyde are showing an advanced tunnelling system developed jointly with the National Engineering Laboratory.

Laser plumbs

A range of automatic laser plumbs has been designed by the National Physical Laboratory to meet the need to establish vertical references in the construction and mining industries. Automatic laser plumbs, instruments which

NPL auto-plumb



generate a vertical beam of light (either up or down pointing) even if the instrument support surface tilts, provide an alternative approach to conventional techniques using equipment such as the plumb-line, the theodolite and the optical plummet.

A low-powered helium-neon laser with its voltage converter, and the associated optical system that produces a substantially parallel beam, are built into a pendulum system which automatically controls the pointing of the beam. For most applications the beam can be received on an inexpensive visual screen to relate its position to a structural reference. Electro-optic detection and recording can be used for gathering data when monitoring vibration, or settlement over long intervals, or when it may be dangerous for an observer to be stationed on the structure.

The auto-plumbs are enclosed in a weather-proof cylindrical casing about 250 mm diameter and 500 mm high, and powered from an external 12 V dc battery. Typically the angular amount by which the mounting may be tilted before the auto-plumb no longer defines the vertical is $\pm$ 5 degrees and the operating range is 125 m. These parameters are capable of modification to suit individual requirements; for example, a downward pointing auto-plumb could be required to operate over several hundred metres.

Accuracy of the upward pointing auto-plumb without rotation, is within $\pm$ 10 seconds. Higher accuracies, of the order of $\pm$ 2 seconds, can be realised by rotating the whole pendulum assembly through 180° by means of the vertical bearing incorporated in the design, a facility which also makes the plumb self-checking. Prism attachments enable the upward pointing auto-plumb to be used for generating a horizontal plane or line, and for setting up grades, typically $\pm$ 10 per cent from the horizontal, which are automatically held at the current angle.

Patent applications have been made in the United Kingdom, the United States, Japan and the Federal Republic of Germany. Further information from Mr P. W. Harrison, Division of Mechanical and Optical Metrology, National Physical Laboratory, Teddington, Middlesex, TW11 0LW.

Flowsheet aid

Warren Spring Laboratory's mineral processing research and consultancy services aim to find solutions to concentration and separation problems as an aid to flowsheet development. It has close links with the United Kingdom metallurgical plant contractors and has carried out work for a wide range of clients ranging from United Nations, Ministry of Overseas Development and the Department of the Environment to private consultants, United Kingdom-based mining houses and foreign governments and companies.

A three-stage approach to the solution of ore treatment problems has been found to be very satisfactory in programming testwork for clients:

Ore dressing mineralogy for mineral identification, quantification and liberation mesh determination. Mostly using techniques of heavy liquid and magnetic separation, the various mineral species may be separated and identified in relation to size and degree of liberation. Their response to physical beneficiation is also assessed.

Bench-scale testwork. This follows logically from the mineralogical studies and is designed to examine the possible concentration routes suggested. These tests are conducted on suitably sized feeds and on a limited scale using up to a few kilogrammes per test.

Pilot-scale testwork is designed to confirm the performance of a preferred circuit, selected by the bench studies, on a larger scale of up to 1 tonne per hour. This provides more accurate metallurgical performance data, larger samples for customer appraisal or further processing and, where applicable, predictions of reagent consumption.

The updating of techniques available for flowsheet development work, sponsored primarily by the Chemicals and Minerals Requirements Board of the Department of Industry, includes projects on the development of semi-automated methods of ore characterisation and the determination of comminution/liberation profiles, effects of very fine particles in beneficiation processes, and elimination of solid and liquid wastes. Another programme is concerned with offshore minerals.

For general inquiries contact Mr Neil Collins, Warren Spring Laboratory, Gunnels Wood Road, Stevenage, Herts SG1 2BX.

Automatic tunnel

Exact projection display of the cutters of a tunnelling machine relative to the tunnel datum line and required tunnel profile is provided by the 'Asnel' guidance system. Design and initial development of the system has been carried out jointly by the National Engineering Laboratory and Anderson Strathclyde Ltd. The project was funded partially by the Mechanical Engineering and Machine Tools Requirements Board. A prototype is fully functional except for being submitted in the near future for Buxton flameproofing approval.

A miniature solid-state roof-mounted television camera continually scans a target fixed to the rear of the boom of the tunnelling machine while the machine moves on its crawler tracks and cuts the tunnel. Signals from the camera are processed by a small on-board computer which calculates the true position of the cutting discs on the boom and produces a simulated view which is then displayed to the operator on a television monitor screen mounted on the tunnelling machine. Alternatively, the screen may be remote to allow remote supervision or control of the tunnelling process.

The camera is set accurately to the tunnel datum line and is moved forward at intervals as the machine advances the tunnel face. The camera is clamped usually close to the roof, and is arranged to view both the target area of the boom and remote backsights which are securely positioned in the tunnel. Very high degrees of accuracy in camera positioning are possible and thus the accuracy of the operator's display is maintained.

The calculation of cutter position which is carried out by the computer gives the exact co-ordinates of the cutter relative to the tunnel datum line and totally independent of the machine chassis position in yaw, pitch, roll, or displacement. If the tunnel profile is set into the computer's memory, an alarm system indicates when the tunnel profile has been exceeded in any direction.

In the more advanced automatic version of the system the 'profiling' process may be requested and the machine then automatically drives the cutters around the tunnel profile. Alternatively the 'clearing' process may be requested, in which case the cutters are driven through a sequence which ensures that the maximum rate of rock removal is undertaken without repeated passes over the same area.

Further information available from A. G. Hay, Special Projects Group, National Engineering Laboratory, East Kilbride, Glasgow G75 0QU.

Focal point

British mining machinery manufacturers are in an ascendant position in the technological content of their equipment says Alex Burton, president of the Council of Underground Machinery Manufacturers.

The International Mining Exhibition, the biggest ever held in this country with space taken up by over 200 exhibitors totalling over 27 000 m², is organised by the Council of Underground Machinery Manufacturers (CUMM). The council was formed over 30 years ago, in succession to the Coal Face Machinery Exhibitors Association, which had been created originally for the purpose of promoting, and indeed regulating, the holding of exhibitions. It now comprises some 50 members.

From the start, the council has expanded its activities, particularly in regard to the relationship between mining machinery manufacturers and the National Coal Board. This relationship has been developed through joint committees dealing with matters of general policy, with commercial and contractual matters, and not least, with technical matters associated with the various branches of underground equipment.

This relationship has assisted in benefiting the present ascendant position of machinery manufacturers in the technological content of their equipment which, or course, is currently being exported worldwide. There is no doubt that, in this field, the co-operation, attitudes

and actions of the National Coal Board make a considerable contribution to the manufacturers' efforts, and also, of course, to the national balance of payments.

Since the inception of the council, four exhibitions have been held, one in Birmingham and three in London, each one recording advances on the previous years in terms of numbers of exhibitors, space taken up and, of course, in technology. This year, advantage has been taken of the advent of a truly National Exhibition Centre in Birmingham, so that with extended and enhanced facilities, the technical advances achieved in the last five years may be more properly shown to advantage.

To point up these changes in the nature and function of the equipment on view, it is most relevant that an international conference is being organised by the National Coal Board also at the National Exhibition Centre during the period 11 to 13 October, labelled 'Remote Control and Monitoring in Mining'. The conference and exhibition complement each other in providing a focal point for mining engineers and others the world over, who are interested in what is available now and for the immediate future, in the shape of underground mining machinery.

Shop window

Clive Mason, chairman of Abmex, explains how his association helps to promote sales of British mining equipment overseas.

Increased sales of British mining equipment, machinery and technology overseas is the aim of the Association of British Mining Equipment Exporters (Abmex). Formed 10 years ago, the association now comprises some 70 member companies. The products manufactured by these companies encompass the complete range of equipment for every facet of mining from the production face to the despatch point. A buyers' guide is produced by the association giving information on the individual companies and their products.

Abmex has a double function. On the one hand it provides a means for interested countries and companies to shop for mining equipment in Britain. On the other, it provides a multiplicity of information sources and trade involvements for member companies. The approach to prospective buyers abroad involves in many cases inward and outward trade missions and participation in overseas exhibitions.

The United Kingdom mining industry provides a reasonable firm home market from which export sales can be expanded. Abmex has organised many successful missions from all parts of the world. This year parties from Spain, Poland, Yugoslavia and the USSR were among those invited. Outward missions are often arranged as a direct follow-up to inward missions, or when it is known that there is a need for mining equipment in a particular territory. Some 50 to 150 mining engineers will be invited to listen to papers and discuss methods, systems and equipment at a series of seminars during the Abmex outward mission to Latin America later this year.

The association, at the request of the organisers of the 1977 International Mining Exhibition will ensure that overseas visitors are properly received, and escorted through the exhibition if necessary. They will be sharing with the Council of Underground Mining Machinery Manufacturers, sponsors of the exhibition the various amenities so that appropriate hospitality can be offered.

Essential role

Ensuring the smooth implementation of forward planning in meeting the NCB's future needs, says Neil Cherrett, chairman of the Coal Preparation Plant Association, has never been more vital than it is today.

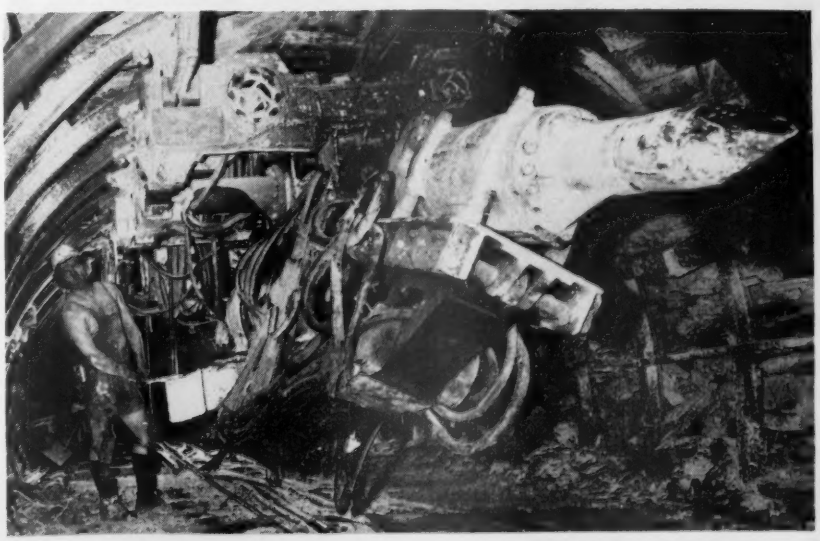
The Coal Preparation Plant Association comprises 10 British firms engaged in the design, manufacture and supply of coal preparation plant in which all or part of the coal is cleaned by mechanical means. It follows that in the United Kingdom, the association's members are concerned almost solely with the supply of coal washery plants to the National Coal Board. For many years one of the primary functions of the association was to provide a means of co-operation not only between member firms themselves but with the NCB.

The erection of new coal preparation plant and the rehabilitation of existing plant is an essential part of the overall future programme for the British coal mining industry as envisaged in the NCB's 'Plan for coal'. The role of the association and its members in discussing with the board the technical, commercial and contractual problems arising from the necessity to ensure the smooth implementation of forward planning has never been more essential or vital than it is today.

However, the scope of the association and its ability to represent the interests of its members extends beyond the home market. The industry has become increasingly conscious of the need to promote its export business. Association members are seeking constantly to expand their export activities for which they believe their individual and collective experience in the supply of coal preparation plant to the United Kingdom mining industry over many years enables them to offer a comprehensive range of products and services. Some members of the association are also members of Abmex and have worked through that organisation over the last decade in relation to certain aspects of their export activity.

The association has also where appropriate sought to represent directly the coal preparation plant industry and members have played a prominent part in the promotion of and participation in the specialist international conferences in many parts of the world. The most recent example was the staging of an exhibition in Australia last year during the period of the Seventh International Coal Preparation Congress, at which the products and services offered by members were brought to the notice of mining interests from countries throughout the world. Association members are also taking advantage of the excellent opportunity to display their products to the world which will be afforded by the International Mining Exhibition.

Impact ripper, a new generation machine designed by the NCB and mining machinery manufacturers to mechanise the driving of headings out into fresh coal reserves.



British genius applied to mining engineering

It is frequently said by people who should know better, that longwall mining is a new British invention that can transform deep mining throughout the world and save us from energy crises. Norman Siddall, deputy chairman of the National Coal Board, corrects a common misunderstanding.

Longwall mining goes back to the days of hand-got coal. It was really 'mechanised' on a wide scale in Britain more than 40 years ago when the rubber conveyor belt and shaker pans made it necessary for colliers to work a series of 'stints' in a straight line alongside the conveyor instead of the individual stalls that had been previous common practice.

The British coal industry's real achievement has been in mechanising the coal getting operations on the longwall face. We were not the first to try. The Germans introduced their first coal 'ploughs' while the second world war was still on, and succeeded in building up coal production. But the plough did not suit many British seams, although it had extensive trials here after the war and was used in a number of pits.

It was left to the genius of British mining engineers to solve what was then a mainly British problem. For years we had been using mechanical undercutters fitted with a long horizontal jib that cut a slit to a depth of 4 to 6 ft at the bottom of the coalface in order to provide a free front when explosives shot the coal down. The simple but brilliant idea was to replace the horizontal jib with a large drum revolving in the vertical plane, attacking the face from the end and slicing off a strip of coal a couple of feet thick all the way to the other end.

At a stroke, the pick and shovel were virtually eliminated for not only did the shearer, as it was called, dispense with the need for men to hack coal from the face, it also loaded the mineral automatically on to the conveyor running alongside the drum. The shearer rapidly went through a number of marks, diversifying into designs for thick seams, for working in difficult strata conditions, and for a great variety of coals. A quarter-century later it is almost the universal coal getter in Britain and most large coal-producing countries around the world. And Britain, quite properly, is earning a large share of overseas trade by exporting shearers and a multiplicity of other advanced mining equipment to countries which now regard us as leaders in coal mining mechanisation.

But the shearer family of coal getters could not have achieved its enormous success alone. Only the matching mechanisation of roof supports could release its full production potential by helping to keep up with the rate of coalface advance. Labour-intensive individual pit-prop systems of support simply could not cope. Another British invention came to the rescue. Hydraulic props, based on the design of landing gear for bombing aircraft, designed by Dowty's during the war, had earlier been introduced as a way of giving more sensitive roof control than the rigid steel or wooden props. Now the idea was to group them together into units of three or more hydraulic legs supporting a canopy with a cantilever extension up to the coalface line to protect both men and machines from falls of roof. An added advantage of the hydraulically-powered roof support was that it could also advance the flexibly-jointed steel conveyor into its new track as the shearer passed on its cutting run.

Thus the mechanisation of longwall mining was complete, at least as a concept. It has continued to grow, becoming more sophisticated and efficient with every new modification. It has enabled British pits to more than double coalface productivity, in spite of the fact that we are now having to work many more geologically difficult coal seams than hitherto. In 25 years the proportion of coal won from mechanised coalfaces has risen from less than 5 per cent to almost 95 per cent.

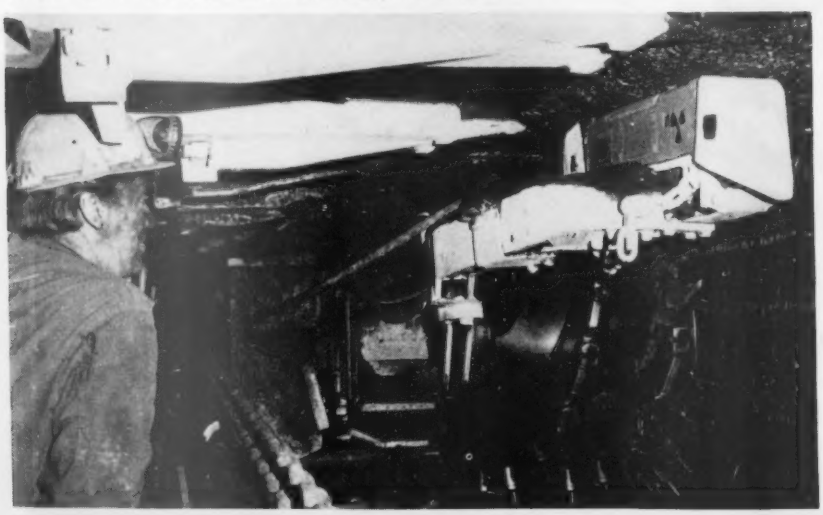
It has not, of course, been a haphazard progress. It has been achieved through much planning and hard work, particularly by our own NCB Mining Research and Development Establishment, near Burton-on-Trent, in collaboration with the development engineers of the manufacturers who supply us with machinery and equipment, a splendid example of co-operation and team work between Britain's public and private sector industries.

Having reached virtual saturation point in the field of 'conventional' mechanisation we are now turning our attention to making machines that are both more sophisticated and more ruggedly reliable. MRDE are concentrating enormous effort just now on automatic and remote control of every kind of mining equipment. The overall aim is to increase efficiency and, of course, miners' safety.

If, for example, we can devise remote control equipment so that a shearer can be operated from the safety of the roadway which leads to the face, monitoring its movements and triggering the advancing roof supports from a single console, we shall have effectively removed the operator from one of the pit's most dangerous places and given him a greater degree of control over his equipment than normal manual controls might afford. Such systems have already been conceived and prototypes are under test in rigorous field conditions.

They are part of the new phase of coalface mechanisation we call advanced technology mining (ATM). Longwall coalfaces at eight collieries are involved in the experiments, which bring together the most advanced, though well-tried, machinery and equipment allied to the most suitable mining systems. Results so far have been very encouraging. Output from the ATM faces has shown considerable improvement. Face output per manshift has more than trebled. Men have been given safer working conditions and released from some tiring and repetitive tasks for work more suitable to their mining skills.

Gamma rays help this NCB machine maintain its cutting horizon automatically at Cotgrave colliery. Rays from the 'droop snout' nucleonic probe measure the thickness of coal above and below the machine, and prevent it from cutting into rock strata.



Consultants to the world

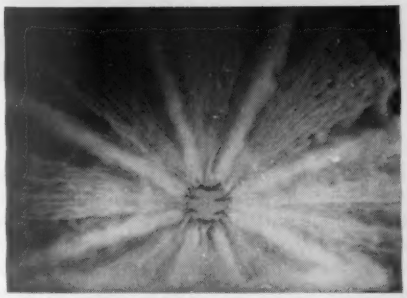
Vast experience of the United Kingdom mining industry and its continuing technological development present a natural background for the international services which PD-NCB Consultants Ltd has provided to the minerals industry for more than 30 years. Dr Morgan Barber, managing director, explains.

Formed in 1947 as Powell Duffryn Technical Services Ltd when the coal industry was nationalised so that its parent, Powell Duffryn Ltd, could maintain a link with the mining industry, the company changed its name to PD-NCB Consultants Ltd shortly after the National Coal Board purchased a 50 per cent interest in 1974. As a result of this association with what is the hub of the industry, the company gained access to the extensive skills and resources of this giant enterprise which produces some 120 million tons of coal each year.

The company's activities are not confined to the coal industry and its long record of services includes a high proportion of assignments in both metals and minerals. Interesting and varied contracts have ranged over feasibility studies, project implementation, close technical and management audits and advice on a host of specific problems which require the skills of specialists.

In order to keep abreast of the latest developments in the field of mining machinery, the company maintains close contact with the various manufacturers and research establishments. The relationship remains essentially a professional one which does not conflict with the qualities of impartiality which are essential to the consultant. Thus the company can provide services to a manufacturer on a client/consultant basis for a specific project without incurring long-term obligations with respect to specific products.

Its past and present clients are scattered around the world and these have included a host of private enterprises, numerous governments and international financing agencies, such as the World Bank, Inter-American Development Bank, Asian Development Bank and the United Nations.



Discharge from an HSL developed triggered water barrier for explosion suppression.

Reducing the hazards

Health and Safety Laboratories (HSL), provide research, testing and scientific support services for the Health and Safety Executive. They include the Safety in Mines Research Establishment, with its laboratories at Sheffield and Buxton, and the Occupational Medicine and Hygiene Laboratories at Cricklewood. HSL describes some of its work.

The scope of HSL's work is gradually being extended by building on the expertise, facilities and work programmes already established at the component laboratories, and covers many long-term studies of problems that originated in mining. Sheffield laboratory has, in recent years, studied the performance and shortcomings of available electromagnetic instruments used in several countries for the regular inspection of wire ropes in mines. As a result of these studies and an approach to the Plessey Co Ltd, HSL sponsored the development of a new instrument capable of direct indication or recording of cross-sectional area, for wear and corrosion losses, and of local defects such as broken wires.

Comparative field trials of existing instruments and of mock-ups of the new instruments have been carried out in collaboration with NCB. Tests at Plessey on prototypes designed for the mining environment are about to start. Detection of faults in ropes coated with lubricant or debris, often in poor light or hazardous conditions, is a longstanding problem in several industries and applications in the construction and offshore industries will be studied as well as the mining applications.

HSL have been responsible for the development of various devices for monitoring toxic and flammable gases. These are used underground in a wide range of personal and remote alarms and monitors, sensitive to methane or carbon monoxide, or to oxygen deficiency. Work is continuing to improve further the efficiency of the detecting elements.

Other work concerns the coal-dust explosion hazard in mines. Such explosions now occur only rarely in British mines but they are potentially extremely serious. In recent years an improved explosion-suppression device, the triggered water barrier, has been developed at HSL. In this device, a sensor detects the flame of an advancing explosion and sends a signal to a disperser which discharges dense sprays of water into the path of the explosion. Initial servicing and handling trials have already been carried out underground. These are to be extended to other NCB areas to assess the system in comparison with existing stone-dust barriers.

Many other mining problems are being investigated by HSL, such as the respirable dust hazard, the ignition of flammable atmospheres by explosives, by frictional heating and by electricity, the properties of chains and mining steels, and the protection of personnel against atmospheric contaminants. Much of the work is finding application in outside industry, but this in no way diminishes its relevance to mining.

The stability of coal face roof supports which may have to work in inclined seams being tested at the NCB's Mining Research and Development Establishment.

Full range of machinery

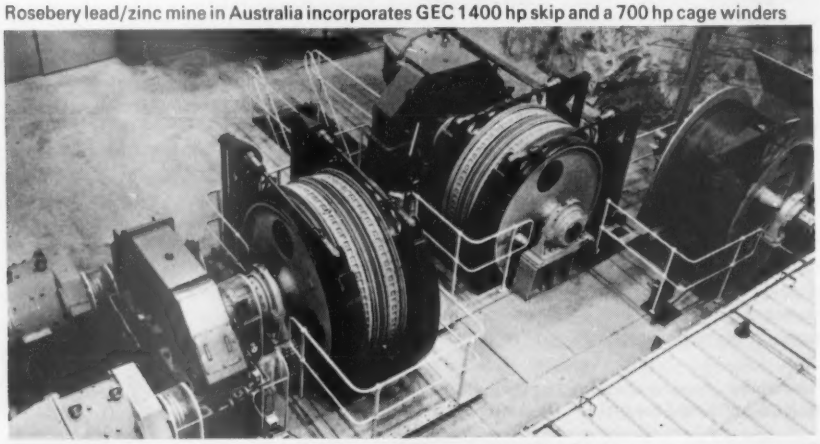
Britain's mining machinery manufacturers have made striking advances in design and technology since the last mining exhibition of five years ago. They have the experience and the capability to equip complete mines or supply a full range of machinery to the exacting requirements of coal and mineral mining enterprises anywhere in the world. The comprehensive range of equipment and services available from the United Kingdom is demonstrated by the following company's descriptions of their products.

Surface equipment

Comprehensive mine surface equipment incorporating electric mine winders, skip plant, associated feeding equipment underground and the complete surface treatment scheme, have been engineered by GEC Mechanical Handling Ltd. For nearly a century, the provision of equipment for mines has been a specialist activity of the company. Projects for the handling and treatment of a wide variety of ores are in operation worldwide.

With particular reference to winding engine practice the company's technical staff play a large part in the development of the mechanical design of winding plant wherever large tonnages are being raised from greater depth. Variable delivery hydraulic power packs of 120 hp and 150 hp suitable for underground use on water and oil invert emulsions incorporating flameproof electrical equipment and pumps are available from us.

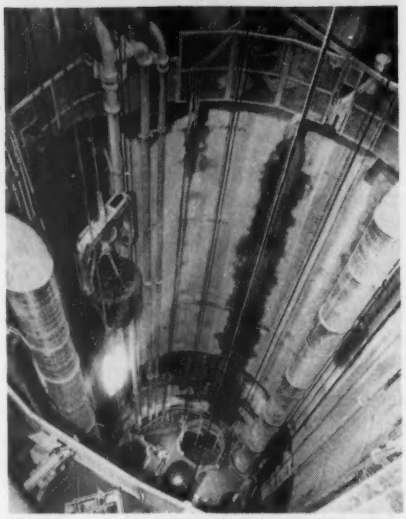
Rosebery lead/zinc mine in Australia incorporates GEC 1400 hp skip and a 700 hp cage winders



Coal preparation

Valued at £8 million, this coal preparation plant is being installed by Jenkins of Retford Ltd at the NCB's Hem Heath colliery in Staffordshire. The contract comprises the complete coal preparation system, including the screen house, rapid loading bunkers and all associated handling and conveying systems. Jenkins carry out the design, manufacture, procurement, erection and commissioning of individual items of equipment, complete systems and overall turnkey projects to a number of industries, including coal and mineral mining and processing.

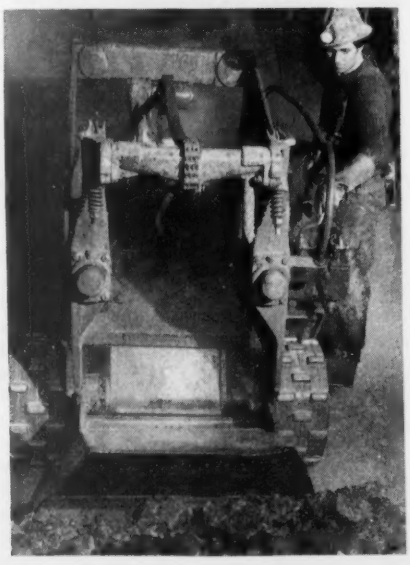
Shaft sinking



A world record for shaft sinking operations was established by Cementation when it sank, equipped and commissioned in only 33 months the no. 1 main shaft at Kloof gold mine in South Africa. With a depth of 2024 m and diameter of over 10 m, it is one of the world's largest mine shafts. Due to the current demand for minerals and energy sources, mining houses throughout the world are being forced to prospect for and mine the lower grades of ore bodies, generally at greater depth and in many cases overlain by water-bearing rock formations. Cementation Mining Ltd of Doncaster, with the assistance of the group's research organisations has endeavoured, over the past 60 years, to develop and improve shaft sinkings, mine drivage and grouting techniques.

Shifting muck

Crowding the bucket of an Eimco (Great Britain) Ltd 824 Rockershovel into the muck-pile, 200 m below the surface at Europe's largest lead-zinc mine at Nenagh, Eire.



Communications

The Davis Mk II Sivad system of signalling and communication equipment in use at the NCB's Blidworth colliery. Designed for control and communication on a coal face conveyor and its associated stage loader, facilities are included for pre-start warning prior to either machine starting and audio communication along the coal face.

Today John Davis and Son (Derby) Ltd can supply equipment to control, monitor and if necessary computerise a mine, including surface, shaft and all underground operations. A team of engineers is always on call to travel to any part of the world to assist and advise in the planning of mine electrical and electronic applications and to install and commission the equipment.

The company's latest telecontrol system is a unique combination of the very latest microprocessor and integrated circuit technology. The system is compatible with computer operation and will provide full remote control and monitoring facilities for all surface and underground plant machinery and environment, from a surface control desk, information being presented by visual displays and printouts.

Underground transport

Throughout its history, Hunslett Mining Machinery Ltd, of Leeds, has been a major innovator in industry. Notable firsts have been the first British main line diesel shunting locomotive and the first flameproof diesel mines locomotive to work in a United Kingdom coal mine.

More recently, the company has developed the first high speed flameproof diesel mines locomotive, capable of a speed of 25 mph. A 90 hp mines locomotive has been specifically designed to meet overseas demand from Poland and Nigeria.

The world-wide demand for mining transport has been for a system that can operate on virtually any gradient. To meet this demand a rack/adhesion drive locomotive has been developed. This machine, with a height of only 4½ ft, can traverse curves of 35 ft and gradients as steep as in 1 in 4.

Powered support

Developments in mining equipment by Fletcher Sutcliffe Wild Ltd, of Horbury, include completely new ranges of powered supports, power packs and materials handling equipment.

Reliability is the key factor of a new powered support range which includes chock, chock shield and shield type supports. They cover working sections for medium and thick seams, and yield tonnages from 200 to 600 tonnes. The need for the high stress linkages normally associated with shield supports is eliminated by their design, which utilises hydraulically operated support restoration which is more powerful than the advancing forces.

Roof supports

A leader in the design and manufacture of advanced technology mine roof support, conveyor and control systems is Dowty Group Mining Division. It comprises four United Kingdom factories and companies in Spain, South Africa, United States and Australia.

Dowty Mining Equipment Ltd's 25 different types of roof support include four-leg shield support, four-leg chock shields, conventional four-, five- and six-leg supports and rapid yield props for gold mines. Some of these supports are equipped with Dowty 'dowval' intrinsically safe electro-hydraulic on-face pushbutton controls and face-end console for remote operation. 'Dowval' is the most technologically advanced roof support control and monitoring system in the world.

Dowty four-leg 450 tonne chocks in use at Braztah mine, Utah, United States.

Haulage

Pitcraft Ltd's 'Racktrack' chainless haulage system is now installed in all areas of the NCB and is being recognised for its potential overseas. It offers safer working arrangements, improved environmental conditions and improved production standards.

New publications

Management and industrial relations

Managers receive a great deal of advice about how to stimulate their employees to improve productivity and performance. But not so much attention has been paid to the effects of management organisation on industrial relations in general. According to the authors of 'Management Characteristics and Labour Conflict', '. . . the bureaucratisation of management in many firms leads to a rigidity in dealing with labour questions', which could increase the frequency of strikes.

Information for the study was provided by representatives of higher management and trade unions in some 45 enterprises covering six major industries. Examining the effects that the varying range of managerial practices and organisation can have on labour relations, the authors produce some revealing figures on the industrial relations situation. Among the factors covered are size of plant and its effects on trade union relations; the effects of formalisation, and communications, consultation and participation. Written by three notable authorities on British industrial relations who were, at the time of writing, on the staff of the Department of Applied Economics at Cambridge University, this book highlights an area of labour relations which may well require closer examination in the future.

Management Characteristics and Labour Conflict: a study of managerial organisation attitudes and industrial relations, by H. A. Turner, Geoffrey Roberts and David Roberts. Cambridge University Press. (1977. viii, 80 pages; Hardback. £4.50. ISBN 0 521 21734 2; Paperback. £2.00. ISBN 0 521 29245 X).

Consumer society

Principal contributions to a seminar on the consumer society organised by the Faculty of Social Sciences of Edinburgh University, in May 1973, have now appeared as the fifth volume in the series *Social Issues in the Seventies*.

Delays in the publication of conference papers often detract from their topicality. On this occasion, however, this only really applies to one contribution, that on 'Consumerism and the Law'. Otherwise the historical and philosophical character and very readable style of the papers make this a good, questioning, background study, and a stimulus to thought and discussion.

The papers range from Vamplew's account of consumption in 1930s Britain, under the title 'Years of Paradox', to accounts of specific topics (pollution, housing, health, age and poverty) which are vehicles for discussion on public good and private good consumption. Advertising, the ideology of private consumption and the chapter already mentioned on consumerism and the law, complete a most readable symposium.

The Consumer Society, edited by I. R. C. Hirst and W. Duncan Reekie. (xv, 198 pages) Tavistock Publications Ltd, 11 New Fetter Lane, London EC4. 1977. £7.25. ISBN 0 422 76260 1.)

Information sources in cement and concrete

Latest in the *Unido Guides to Information Sources* series is a new edition of the volume dealing with the cement and concrete industry. The series, which aims to promote the use of industrial information in developing countries, selects topics for coverage from areas of particular practical interest. So far some 24 industries have been covered including leather and leather goods, fertilisers, pharmaceuticals, and machine tools. Like others in the series, this guide provides international data on professional bodies, trade and research organisations, and the major reference, bibliographical and literature sources in its field. Non-book material in the form of films is also included.

Coverage is selective and information may not always be entirely up-to-date – but, as a basic information handbook, this publication is certainly worthy of note.

Information Sources on the Cement and Concrete Industry. United Nations Industrial Development Organisation. *UNIDO Guides to Information No. 2.* (1977. xii, 91 pages; Paperback available from HMSO. £2.60. ISBN 0 11904960 0).

Markets for confectionery

Potential exporters in the confectionery industry may be interested to learn of the publication of two European market reports – one on France and another on the Federal Republic of Germany. The two reports, published by the International Trade Centre, examine trade channels, describe distribution methods and indentify importers for the products concerned.

Many useful addresses are included, of trade associations, importers/wholesalers, volluntary chains, retail stores and trade fairs and exhibitions. Each report includes figures for consumption, production and trade.

The information is by no means comprehensive, but it provides some useful facts together with suggestions of sources for further research.

Confectionery in the Federal Republic of Germany. International Trade Centre, Unctad/Gatt, Palais des Nations, CH-1211, Geneva 10, Switzerland. *Monographs on Trade Channels.* (1977. v, 17 pages; Paperback. $10. (ITC/DTS/SMR/60(26)).

Confectionery in France. International Trade Centre, Unctad/Gatt, Palais des Nations, CH-1211, Geneva 10, Switzerland. *Monographs on Trade Channels.* (1977. vi, 18 pages; Paperback. $10. (ITC/DTS/SMR/60(25)).

UK biscuit market survey

A market survey of the biscuit market in the United Kingdom is one of seven titles in IPC's new *Marketing Monographs* series. Others are in preparation.

As the author of this report observes, UK biscuit manufacturers operate within a contracting cereal market, though biscuits have, so far, not shown a similar downward trend to that shown by bread, cakes and other flour and oatmeal products.

A brief introduction deals with sources of information, and the changes in consumption between 1966 and 1975 for a range of cereal products. The comparable results obtained by different sources are shown in figures for 1972 to 1976. The study goes on to look at the total UK market for biscuits, and at the various sectors of the home market. The individual sectors are considered under seven headings: size and value of the market; lines marketed; advertising; prices and packs; consumer research; brand share, and, finally a brief 'look ahead'.

Tables appear throughout the text, but a further selection also appears at the end, including figures on cereal consumption over a 10-year run, deliveries, sales (figures from *Business Monitor* PQ 213) and other data including press/television advertising expenditures 1974 to 1976. A brief appendix gives specimen prices at June 1977.

The Biscuit Market in the UK. IPC Marketing Services, Fleetway House, Farringdon Street, London EC4A 4AD. *IPC Marketing Monographs.* (August 1977 (ii), 71, (xv) leaves; Ringbound. £25.00).

Market research directory

Now available in its fourth edition is *The International Research Directory of Market Research Organisations.* Produced jointly by the Market Research Society and the British Overseas Trade Board, the new edition has been enlarged and completely redesigned in format. Up-to-date informa- is provided on more than 900 market research organisations in over 60 countries. The directory is available from The Market Research Society, 15 Belgrave Square, London SW1X 8PF, price £12.

Advertisements for 'Trade and Industry'

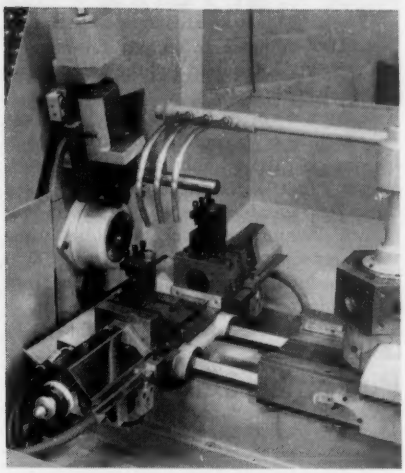
All advertisement inquiries and bookings should be addressed to our Advertisement Department, which is now at 13 Great James Street, London WC1, telephone 01-242 9478.

New products

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Automatic capstan lathe



This automatic capstan lathe, the Cop 45 Auto is now being manufactured by Horsman Brothers of Polegate. Close-up of the powerful independent cross-slides on the new Horsman Cop 45 Auto which features standard vertical slide, simultaneous slide and turret operation, and six turret feeds, forward and back.

Further information: circle 790

Emergency power supply

Self-contained, all solid-state, power supply systems comprising batteries, battery charger, static inverter, automatic changeover switching and instrumentation, have now been introduced by Avel-Lindberg Ltd of South Ockendon, Essex. A full complement of batteries will provide 200 VA for up to three hours in the event of a mains failure and 0.5, one and two hours can be supplied by smaller battery packs. The systems can be used in any situation where there is life dependence on electrical power or where essential communications or process controls must be protected from transient supply changes as well as total breaks.

The system can be operated in a float charge mode where the battery charger supplies the current requirements of the inverter, plus the trickle charge to the battery while the inverter provides a.c. power to the load. This method of operation enables the characteristics of excellent voltage regulation, isolation of the load from electrical noise and spikes on the mains, and the stable frequency, inherent in this type of static inverter, to be used all the time. When the mains fails, the inverter continues to draw power from the battery until the mains supply is restored, at which time the battery starts to recharge.

Further information: circle 791

Emergency respiration unit

Among the most common problems in emergency situations is the immediate lack of oxygen for somebody overcome by fumes, suffering from a heart condition or involved in an accident, etc. In many cases, the delay while waiting for oxygen to arrive at the scene, or for the patient to be transferred to hospital, is often fatal.

Martindale Protection Ltd, of London, one of the UK's leading companies in the field of respiratory protection, is now able to supply the Sol-O-Gen portable oxygen dispenser to cope with such a situation. No bigger than a standard vacuum flask, the dispenser contains a face mask connected to a 15-minute supply of oxygen which is automatically supplied to the mask at the rate of 6 litres/minute. A visual indicator in the supply tube provides confirmation of the oxygen flow.

Further information: circle 792

Electronic temperature indicator

By installing a Rototherm model 500 electronic temperature indicator Fitzgerald Farming Co Ltd, is able to operate its grass drying plant at optimum temperature, increasing throughout by 20 per cent.

Before purchasing the unit, the company which produces 1000 tons of dried grass nuts a year from 250 acres at Maiden Bradley, Wilts., was unable to find an instrument capable of recording temperatures in the 600° to 1000° C range reliably and continuously. Depending on guesswork for temperature control, meant that the full potential of the plant could not be exploited.

To meet these particular requirements, Rototherm of Port Talbot supplied a specially adapted probe able to withstand continuous high temperatures. The indicator has a scale of 0° to 1000° C and the distance reading probe gives a precise temperature reading.

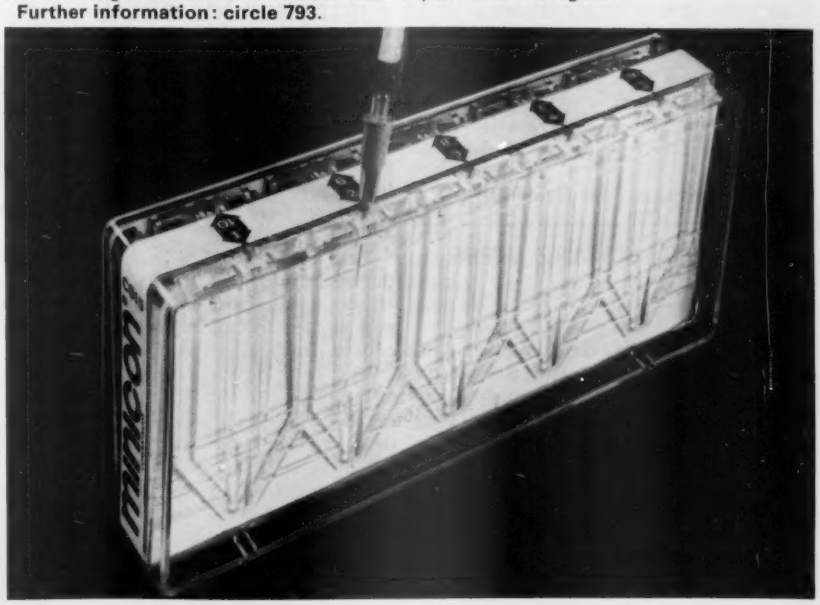
With this facility, it is now possible to step up the furnace temperature and maintain it close to the 1000° C recommended maximum, with resultant gain in performance.

Further information: circle 794

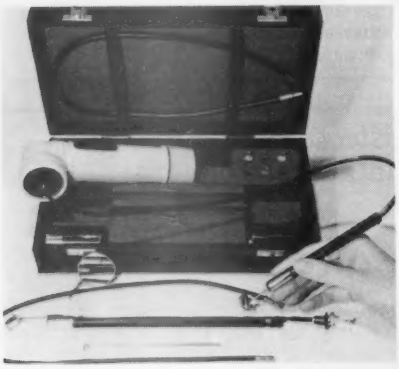
Microconcentrator

The Minicon CS15 disposable microconcentrator now available from Amicon Ltd, of High Wycombe, can concentrate samples of biological fluids to one eightieth of their original volume when their original concentration is too low for assay or further investigation.

Further information: circle 793.



Fibre optic light guide



This fibre optic system of light guides and accessories designed to enable inaccessible areas to be illuminated and examined, is now being marketed by Chilecrest Ltd, of Wadebridge, Cornwall. It consists primarily of a light source in the form of a special torch body (to hold two 1½ volt batteries) to which a number of light guides of different lengths and diameters can be attached.

Further information: circle 795

Loading long containers

An extra-long big new Extendaveyor for the dock loading and unloading of long containers has now been made by Sovex Marshall of Nottingham, to add to the range of conveyor-elevators. Known as the TL5, it is well over 5 m longer than the biggest model in the existing Extendaveyor range and extends from 5.5 m to 16 m.

It has a telescoping or retracting speed of 0.33 m per second (66 ft per minute), plus a reverse belt facility, and incorporates a 600 mm (24 in) wide belt made of three-ply nylon polyback with a pvc/nitrile cover. The standard belt speed is 0.5 m per second (100 ft per minute).

The telescoping effect is produced by three powered booms which move simultaneously, handling a maximum load of 40 kg/m (nearly 27 lb per ft) and an end load of up to 200 kg (440 lb). The standard front boom features a conveyor belt and a short gravity roller section, the rollers being either metal or plastic.

Further information: circle 796

Swing-arm cutting press

Specialist engineering company Cox and Wright of Rushden, has launched a new electro-hydraulic swing-arm cutting press. Although this style of machine has been used in many industries and particularly in the footwear industry for many years, the manufacturers claim there are several innovations in this new model.

Field research indicated that operator safety increases in relation to the ease of operating a machine so the new swing-arm press has been designed to give the highest possible standard of easy operation.

The new press is available in two models, the CW116 with a 16 ton cutting force and the CW120 with a 20 ton force. In addition, each model can be supplied with a choice of three arm-widths; 380 mm, 500 mm or 600 mm.

Key features include lower working height, light, low-friction swing arm and a simple electronic beam setting for precise and accurate cutting.

Further information: circle 797

Steriliser

This low temperature steam and formaldehyde autoclave, called the Miniclave 80, has been developed to deal with cystoscopes and other heat sensitive instruments. Manufactured by Charles F. Thackray Ltd of Leeds this completely self-contained and portable unit allows the safe treatment and ensures the maximum use of available instruments and equipment.

Further information: circle 798

Addresser for small businesses

Mailing efficiency problems of the small to medium sized addressing user could be helped by a new addition to the Elliott 6000 range, produced by Dymo Business Systems of Feltham.

With the Elliott 6722 Automatic Selector the businessmen will be able to obtain some of the sophisticated features of automatic evelope feed and address selection normally only available with more expensive equipment.

Claimed to be half the cost of most automatic-feed, selector machines the manual, desk-top 6722 will produce about 200 accurately addressed items in five minutes.

A programmed print selection reduces storage, filing and day-to-day reference problems, giving the advantages of easy list maintenance and postal savings.

Further information: circle 799

All-plastic hub

A one-piece nylon hub suitable for small pneumatic tyres has been designed and launched by Guy-Raymond Engineering Co Ltd, of King's Lynn. It is the result of a three-year development programme which included a year of intensive field trials both in the UK and in Scandinavia.

The 5-in diameter (125 mm nominal) hub is designed to take a 10- or 12-in diameter pneumatic tyre inflated to pressures of up to 50 lb per sq in (3.5 kg per cm^2). Each wheel assembly can carry a load of up to 295 lb (135 kg). As the hubs are moulded from one-piece, self-coloured nylon, no finishing or maintenance is required and the units cannot rust or corrode.

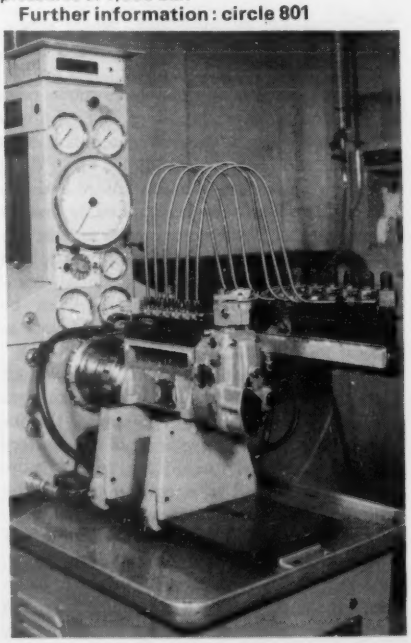
Nylon was chosen for this application, not only because of its considerable strength, but because of its self-lubricating properties, meaning that wheel assemblies can be fixed direct onto suitable axles without bearings or bushes. Pneumatic wheel assemblies using this hub are suitable for a wide range of light and medium applications but are not applicable to high speed use.

Further information: circle 800

Fuel injection pump

To meet demand for more power from diesel engines while conforming to tougher noise and emission controls, Cav, a Lucas Industries company, has added this new model, the Cav Maximec, to its range of inline fuel injection pumps. Available in 4, 6, 8 or 12 cylinder versions, the Maximec is suitable both for current automotive type diesels which are being uprated by manufacturers, and for new engine ranges being developed for production in the 1980's. The pump has been designed to provide fuelling for engines producing up to 100 bhp per cylinder (75kW cyl), with injection pressures at 1,000 bar.

Further information: circle 801



Technology news

Preparing a data service for the future

A study group has been set up by the Post Office to help in preparing for a future data service. It will define requirements for customer connection to a public packet-switched service complying with CCITT Recommendation X25.

The 20-member group includes representatives from computer users and equipment manufacturers as well as Post Office data-transmission experts. It will produce a draft document setting out the interface requirements for terminal devices connected to an X25-based service.

The document will reflect the collective views of users, manufacturers and the Post Office. It will greatly assist the Post Office in preparing the technical guide giving the detailed requirements for customers' terminals using an X25-based public packet service. The document will deal with electrical requirements and operating and data-assembly procedures. It is hoped the first section will be available early next year and the remainder by mid-summer 1978.

Recommendation X25 has been adopted internationally as the standard for public packet-switched data services. It is now the basis for planning most national and international data services that will use packet-switching – such as Euronet, EEC's proposed database-access network.

The Post Office has been a world leader in packet-switching, with its Experimental Packet-Switched Service (EPSS) which started formally this April. EPSS was implemented before Recommendation X25 was drafted, and its standards and operating procedures differ from those of X25. The Post Office is now looking at possibilities for a permanent packet-switched service to follow EPSS and the study group will be contributing to this work.

Industry will be given every opportunity of commenting on the study groups' first drafts. Equipment manufacturers and suppliers, computer users and trade associations who would like to receive copies of the drafts should contact: New Data Services, Data Communications Division, Post Office Telecommunications, Freepost, London EC2B 2TX.

Further information: circle 802

Metal spraying repair

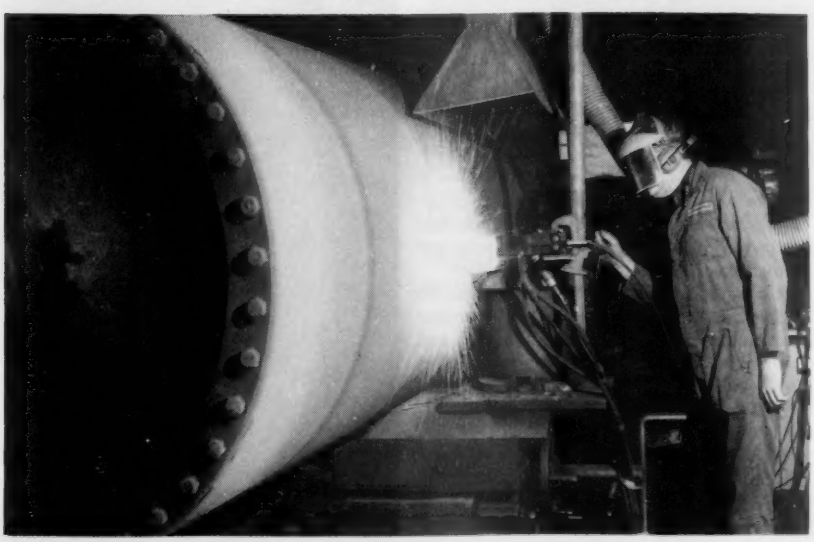
The failure of a component at a paper mill resulted in excessive wear to a cooling cylinder essential to maintain the high quality finish for bond and bank papers.

The cast iron cooling cylinder forms part of the final drying section of the paper making machine at John Wild and Sons Ltd of Radcliffe, near Manchester.

Due to incorrect fitting and failure to oscillate, a doctor blade, which prevents the paper web wrapping itself around the cast iron cylinder in the event of a breakage, had worn deep grooves in the ground surface of the cylinder, in places over 3 mm deep, so Dowding and Mills Ltd, Birmingham-based electrical and mechanical repair engineers investigated the possibility of reclaiming the worn cylinder by metal spraying.

During the mill's annual shutdown, the cylinder was transported to Engineering Productions Ltd of Pudsey, and a total of 450 kg of 13 per cent chrome steel was sprayed on using an electric arc process. This is a technique favoured by experienced metal sprayers where a heavy deposit of metal is required. After over 36 hours continuous spraying the cylinder was machined back into its original size and finish, a considerably cheaper process than replacing the cylinder, which, at the same time, improved its wearing qualities.

Further information: circle 803



The cooling cylinder rotating while it was being sprayed with 13 per cent chrome steel.

Radiation monitors

HM6 hand monitor for alpha and beta contamination measurement from Nuclear Enterprises Ltd.

Atomic Energy Establishments in Holland and Sweden, and BNFL, CEGB, and the UKAEA in Britain are among the first to purchase two new radiation contamination monitors HM6 and CM6 just added to the Nuclear Enterprises health physics equipment range.

The new HM6 hand monitor features an interlocked design which ensures that personnel are correctly and accurately monitored. Precise visual and, where necessary, audible indication is given during all phases of the monitoring process. Both hands are monitored simultaneously with alpha and beta indication for each hand on separate easy-to-read meters.

HM6 automatically corrects for high gamma background, and the independent alarms for alpha and beta contamination may be preset.

Spacelab telescope

British Aircraft Corporation, Electronic and Space Systems Group at Bristol has been awarded a £75,000 contract to study a 'grazing incidence' solar telescope which is a major x-ray astronomy instrument proposed for the European Spacelab.

The contract from the European Space Agency (ESA) will last for seven months during which BAC will lead a team from the National Physical Laboratory (NPL) and the University of Leicester. The study is the first step in the development of possibly the largest and most precise x-ray optical instrument ever designed. It will be used in space to study the structure and emissions from the sun in the x-ray to ultra violet (10-170 NM) part of the spectrum, and will be able to locate the position of such emissions to an accuracy of one arc second.

Conventional optical telescopes cannot be used to produce an image of the sun in x-rays because the rays will be absorbed by the optical components of the telescope. In order to form an x-ray image it is necessary to employ specially designed and very accurately made mirrors set at shallow angles to the path of the x-ray beam. These deflect the x-rays as they graze the mirror surfaces.

The team will study the design of the telescope and a range of typical focal plane spectrometers – analytical devices used in conjunction with the special mirrors – in particular the problems of manufacture and test of an optical system which has to be made and maintained in alignment to millionths of an inch, under the severe constraints of launch and space conditions.

The groups from NPL and Leicester University are experts in the field of x-ray optics. The NPL group has played a key role in the development of x-ray optics and x-ray optical components and is unique in combining the x-ray optics expertise with the manufacturing and metrology facilities needed to produce complex reflectors polished to a super smooth finish together with diffraction gratings for use in the x-ray part of the spectrum.

The Leicester University x-ray astronomy group has been prominent in the study of the solar atmosphere since 1962, using data from NASA's Skylab and the British Skylark programme. It has also specialised in the development of x-ray detectors of various types including those to be carried on ESA and NASA spacecraft EXOSAT and HEOA-B. These detectors will be studied to determine their suitability to the Spacelab telescope.

Further information: circle 804

Chemical business news service

A new information service has now been launched by the United Kingdom Chemical Information Service, at the University, Nottingham, which sets out to monitor new processes, plant and equipment, sales statistics and market trends, new business areas, government legislation and the prices and availability of raw materials.

Subscription costs are dependent on the nature of the subject being searched but a test facility (CBNS trial) for £10 entitles a user to make searches of three current issues of CBNS computer files for extracts relating to business interests. This makes it possible for a company to compare its own resources with the capabilities of the new service.

Further information: circle 805

France steps up research into sun power

The Centre National de la Recherche Scientifique (CNRS) programme on solar energy is based on an inter-disciplinary programme of research for the development of solar energy (PIRDES) set up in July 1975. PIRDES is looking at the possibility of important applications of solar energy which are related directly to fundamental research. The programme consists of analysing various systems of converting solar energy and determining the optimum technical and economic characteristics; studying the different parts of these systems and improving their performance and constructing demonstration prototypes.

Certain of these programmes have an obvious industrial potential, and the CNRS co-operates directly with other interested organisations, EdF (the future purchaser), industry (the constructor) and other specialised research organisations.

The research programme is concentrating on thermodynamic conversion, photo-voltaic conversion, solar thermal chemistry, 'solar living' and other general activities.

Further details about these activities are given in a recent paper entitled 'France's Solar Energy Programme' by J. E. C. Macrae, Counsellor (Science) at the British embassy in Paris, issued by the Overseas Technical Information Unit, Department of Industry, Abell House, John Islip Street SW1P 4LN, tel. 01-211 6826/6297 and 3500.

Understanding oil

Focusing on operations connected with Scottish oil developments, with specific reference to oil refining and petrochemical manufacture, and with the increasing opportunities offered to industry, Bank of Scotland has published a document UK Refining and Petrochemicals: Facts and Opportunities'.

It is intended to cover the main operations involved in oil refining and petrochemical manufacture and of the techniques and commercial and economic factors which influence the size, locations, and types of plant constructed, together with associated marketing opportunities.

'UK Refining and Petrochemicals: Facts and Opportunities' is available from Oil Division, Bank of Scotland, 38 St Andrew Square, Edinburgh EH2 2YR.

Cutting kayaks for Cape Horn

A four-man British canoeing team will round Cape Horn on Christmas Day at the end of a 250-mile journey. Setting off from the Chilean island of Navarino in December, the expedition, having rounded the Horn, will return north to the Beagle Channel, a trip requiring complete self-sufficiency for at least a month.

The craft being used for this purpose a modern development of the traditional Eskimo, seal-hunting kayak, are being built in tough glass-reinforced plastic to provide a high strength/weight ratio.

The kayaks' manufacturers, Valley Canoe Products of Nottingham, whose director will be a member of the Cape Horn team, recently introduced an electroplated diamond router into their boatbuilding methods as a means of improving cutting operations in the tough, abrasive hull material.

Traditionally, the company employed conventional routers to cut circular hatchways and pump mountings, but in the highly-abrasive material, speed of cut deteriorated progressively with tool wear and the tool life achieved was far from optimum.

Changing over to a Diagrit router electroplated with De Beers EMB natural diamond, the initial high cutting rate is now maintained, and, driven at 30 000 rpm by a 360 W hand-routing tool, the diamond router cuts at 177 mm diameter hatch opening in 55 seconds and a 100 mm diameter pump mounting hole in 35 seconds.

Further information: circle 806

One of the kayaks being made at Valley Canoe Products.

Overseas trade news

UK machine tool industry compares well with rest of world – Williams

The UK has a machine-tool industry which can compare with any in the world in terms of price, performance, delivery, reliability and after-sales service said Alan Williams, Minister of State for Industry.

He was speaking in Hanover at the international machine tool exhibition ZEMO, on 29 September.

'Last year,' he said, 'the output of the British machine-tool industry exceeded £350 million of which nearly half was exported. British products went to a wide range of countries – from the most highly-developed industrial countries to the countries of the developing world. The UK imported about 40 per cent of our machine-tool usage and achieved a surplus in our machine-tool trade with other countries of some £35 million.

'Nearly 70 British manufacturers, representing some 60 per cent of UK output, are represented at the Hanover exhibition,' he said, 'subjecting their products to the most searching and critical scrutiny in competition with the world's best. They are drawn from all sectors of the industry, including not only makers of machine-tools sophistication but of control systems, components and equipment, gauges and tooling and metrology equipment.'

That such a great number of UK manufacturers were exhibiting amply showed the immense importance they placed on overseas markets and demonstrated their substantial and significant confidence in the future, Mr Williams said.

More British firms using market research in exporting

In 1977, over 400 overseas market research projects would be financially assisted by the British Overseas Trade Board – double the number of projects undertaken two years ago said Frank Winter, deputy director of the British Overseas Trade Board's Export Marketing Research Scheme. Mr Winter was speaking at a seminar on export planning and research in Birmingham on 29 September.

Mr Winter stressed that assistance was available for large and small firms in both the capital and consumer goods sectors. To date, he said, BOTB had supported research projects covering over 1000 products ranging from mini-computers to childrens' wear and from architectural services to management consultancy in overseas countries.

Over 50 firms from the Midland's area were represented at the seminar, which was jointly organised by the British Overseas Trade Board and the Market Research Society. The basic theme of the seminar was 'So you want to export more . . . but how?'. Specific case study presentations were made covering the sources of overseas information, how market research can increase overseas sales, adapting the product and packaging for sales abroad, export promotion for industrial goods, and how the British Overseas Trade Board can assist exporters.

David Owen, chairman of the Rubery Owen Group, keynote speaker at the seminar.

BOTB chief executive to open tailors' exporting seminar

Jim Wilks, chief executive of the British Overseas Trade Board, will open a seminar organised by the Federation of Merchant Tailors on 24 October entitled 'Exporting for the small business'. The seminar will be held at the Tower Hotel, London. Speakers include Mr V. F. Kimber, director of the General Export Services Branch of the Department of Trade, Mr M. J. Morrison of the diplomatic service, Mr J. L. Holmes of the Overseas Branch of National Westminster Bank and Charles Hart of the London Chamber of Commerce and Industry.

A case study on 'How export service has aided our business' will be presented by the president of the national federation, Mr F. G. Linnott of H. Huntsman and Sons Ltd. The seminar will close with a panel discussion at which questions from the floor will be answered.

Further details of the seminar can be obtained from the General Secretary, Federation of Merchant Tailors, Admin House, Market Square, Leighton Buzzard, Beds, tel. 05253 75251.

Nine trade missions for Britain in October

During October nine trade missions, with a total of over 100 overseas businessmen and women from more than 20 countries, will visit Britain under the British Overseas Trade Board's inward mission scheme. The missions – from western Europe, eastern Europe, Scandinavia, the Middle East, West Indies, South America and the Far East – are concerned with a wide range of industrial and consumer goods.

The visitors will spend between three days and a fortnight seeing production and manufacturing plants, factories, exhibitions, displays and trading concerns in various parts of Britain.

From Trinidad an educational equipment mission will visit the Yorkshire, Lancashire and Leicestershire areas. A footwear mission from the Netherlands will visit the Midlands. A mission from the USSR dealing with mining equipment will tour Scotland, the East Midlands, Yorkshire and Lancashire. A Belgian hand tools users' mission will concentrate on the Sheffield area. A global mission of sports and games equipment purchasers will tour the Midlands, the south-west as well as Yorkshire. A Polish mission will visit steel plants in Wales, the south-west, the Midlands and London.

Hints to business men booklets

Revised editions of the booklets on Costa Rica Fiji, Australia and Jordan have been published in the *Hints to business men* series. British business men who intend visiting these countries on export business can obtain copies of the booklets from Export Services and Promotions

Division, Department of Trade, Room D 05, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7145/6, or any regional office of the Department of Industry.

Advertisements are accepted for all booklets in the series which covers over 100 countries. Inquiries about advertising should be addressed to Cheiron Press Ltd, 8-10 Parkway, London NW1 7AD, tel. 01-267 1285.

Anglo-French conference on transport and communications

A two-day conference designed to highlight and correct those practices which inhibit the easy movement of goods and people across the Channel is to be held in Paris on 22 and 28 October.

'The Channel: trade barrier or bridge?' is being organised jointly by the British Chamber of Commerce, France and the French Chamber of Commerce of Great Britain. The two days of the conference will be divided into four sessions covering:

postal and telephone communications; air transport; surface transport, including problems of lorry weights and permits, rail transport, the ports and access to and from them; customs, health and immigration controls.

The aim of each session is to stimulate discussion between those responsible for the policy and practice of each of the services and those who use them. The conference chairman will be Mr Pierre Billecocq, a former French Minister of Transport.

The event has been welcomed by Sir Frederick Catherwood, chairman of the British Overseas Trade Board, and by the French equivalent of the board – the Centre Francais du Commerce Exterieure.

Further details can be obtained from Mr Patrick Arnaud, Chamber de Commerce Française de Grande Bretagne, 196 Sloane Street, London SW1, tel. 01-235 2212.

Freight forwarding for newcomers

As part of the continuing Export Year campaign, the High Wycombe firm of Cave Wood (Transport) Ltd organised a two-week training course for five new sales representatives ending with a visit to Dover and Dunkirk to tour port facilities.

Len Street of the Training Services Agency, who conducted a four-day course at the High Wycombe depot, explained that the visit was designed to orientate both sales and office staff into some of the practical problems that might arise in moving freight, particularly into and out of Europe and to give them additional practical experience into the completion of custom entries and European transit documents.

He said the course organised by the TSA on freight forwarding induction is to introduce freight forwarding to newcomers to the profession. It covered customs exports and imports entries, EEC transit documentation, tariff preferences and documentary credits.

Export award for smaller manufacturers

Britain's smaller manufacturers are invited to enter for the annual export award. Five winners and five runners-up are chosen each year. The award recognises not only the achievement of the management but also of the staff. The main prize goes to the employees: each winning firm is asked to nominate an employee from the shopfloor or office, who will share a two-week international holiday with his or her spouse.

The award is sponsored by the British Overseas Trade Board, British Airways, the *Daily Express*, the Association of British Chambers of Commerce and supported by the Confederation of British Industry, the Trades Union Congress and the Association of Independent Businesses. The prime intention of all the sponsors is to recognise, encourage and reward the vitally necessary contribution which our many, yet relatively unsung, small businesses make to the economy.

Eligibility

Any independent manufacturing company or group of companies employing fewer than 200 people, and whose exports exceeded £50,000 in the year ending 31 March 1976 and £100,000 in the year ending 31 March 1977, is eligible to enter, provided that it has not won the award before (runners-up from previous years are eligible).

The closing date for entries is 3 December and application forms may be obtained from the organisers: the Association of British Chambers of Commerce, 6-14 Dean Farrar Street, London SW1H 0DX, tel. 01-222 0201, or member chambers of commerce throughout the country and offices of all the above-mentioned sponsors.

Arab insurance conference for London

The considerable number of pitfalls facing insurers and reinsurers when assessing the risks involved in new port projects in the Middle East will be one of the main topics for discussion, at the Arab Insurance Conference '77 to be held at the New London Conference Centre, Parker Street, London from 8 to 10 November. Delegates from 15 countries have already registered.

The conference is sponsored by *The Review*, the international insurance journal, and organised in co-operation with the General Arab Insurance Federation and is the first time that an international conference devoted to the Arab insurance market has been held in Europe.

The three-day programme lists 18 Arab, European and American speakers. An additional speaker since the programme was printed is Dr Herbert Tiedemann, engineering consultant for the Swiss Re Group.

The chairmen for the three days are: Julius Neave, director and general manager, The Mercantile and General Reinsurance Co Ltd; Francis Perkins, chairman of The British Insurance Brokers' Association; John Lepine, chairman of the Reinsurance Offices Association and chairman, Norwich Winterthur Reinsurance Corporation Ltd; Alan Preston, chief executive, The Victory Insurance Co Ltd; Ken Duffy, chairman, Commercial Union Risk Management Ltd; and Moustafa Rajab, chairman and general manager, Iraq Reinsurance Co.

CBI seminar on export finance

A one day conference on export finance is being held by the Confederation of British Industry at the Cafe Royal, London on 27 October. The morning session will largely concentrate on credit insurance facilities and finance aspects will occupy the afternoon.

Lord Chalfont, director IBM (UK) Ltd will be in the chair and included among the specialist speakers are Mr D. Smith, undersecretary at the Export Credits Guarantee Department who will survey the operation of the department's comprehensive guarantee. The lunch time speaker is Mr T. Crossfield who will consider the question 'Is Exporting Fun?'.

Further information can be obtained from Miss B Murphy, Overseas Directorate, CBI, 21 Tothill Street, London SW1H 9LP, tel. 01-930 6711, ext. 208.

ECGD backs £4m loan for Liberia

A £4 million loan which Williams and Glyn's Bank Ltd has made available to Myral Shipping Corporation, Liberia, has been guaranteed by the Export Credits Guarantee Department.

The loan will help finance a contract awarded by Myral to Austin and Pickersgill of Sunderland for the delivery of a 15 025 tons dead weight SD14 cargo vessel.

JV at Japanese anti-pollution fair

A joint venture is being sponsored by the Building Centre Group in conjunction with the British Overseas Trade Board, at the Tokyo international anti-pollution exhibition (Apex '78) from 27 to 31 March 1978.

Further details of this joint venture should contact: A. J. Cox, Overseas Fairs Division, The Building Centre Group, 44 Calthorpe Road, Edgbaston, Birmingham B14 1TH, tel. 021-455 9600.

ECGD general purpose lines of credit

The table below lists lines of credit guaranteed by the Export Credits Guarantee Department under which there is capacity for further export business to be financed as at September 1977.

Departmental reference	Ext. at ECGD HQ	Recipient country	Borrower	UK bank	Purpose	Loan value £m	Minimum single contract value £'000s	Final date for entering into contracts
LC 499	598	Brazil	Banco Nacional do Desenvolvimento Economico	Lloyds Bank International	Capital and semi-capital goods and associated services and project business	20	100	6 May 1978
LC 774	7575	Bulgaria	Bulgarian Foreign Trade Bank	Nat Westminster	UK plant, equipment and associated services	3	20	6 September 1978
LC 381	7575	Czechoslovakia	Ceskoslovenska Obchodni Banka AS	Lloyds Bank	UK capital goods and associated UK services	2	5	30 June 1978
LC 747	7575	Czechoslovakia	Ceskoslovenska Obchodni Banka AS	Nat Westminster	UK capital goods and associated UK services	3	20	18 February 1978
LC 684	654	Finland	Bank of Helsinki	S. G. Warburg	Capital plant, equipment and associated services	1	10	10 October 1977
LC 680	654	Finland	Oy Wartsila AB	Scandinavian Bank	Capital plant and equipment	1.5	10	December 1977
LC 527	7575	East Germany	Deutsche Aussenhandels Bank	Williams and Glyn's Bank Ltd	Capital plant and associated services	2	10	31 October 1977
LC 618	7368	German Federal Republic	Commerzbank AG	Lloyds Bank	Capital plant, equipment and associated UK services	2	30	30 November 1978
LC 640	321	Guyana	Guyana National Co-operative Bank	Lloyds Bank	Capital plant, equipment and associated services	4	15	30 April 1978
LC 692	7368	France	Banque de Paris et des Pays-Bas (Paribas)	Nat Westminster	Capital plant and equipment and associated UK services	1	30	22 October 1977
LC 720	7368	Irish Republic	Industrial Credit Co	Nat Westminster	Capital plant and associated UK services	2.5	30	31 January 1978
LC 756	7368	Irish Republic	Lombard and Ulster Banking Ireland Ltd	Lloyds Bank	Capital plant and associated UK services	1	30	6 April 1978
LC 540	7368	Israel	Bank Hapoalim	N. M. Rothschild and Sons Ltd	UK capital plant and associated UK services	5	10	7 March 1978
LC 636	7368	Israel	Industrial Development Bank of Israel	S. G. Warburg	Capital plant and associated services	3	10	31 March 1978
LC 416	7368	Israel	The Maritime Bank of Israel Ltd	Manufacturers Hanover Export Finance Ltd	Capital plant and associated UK services	1	10	16 August 1978
LC 732	7368	Israel	First International Bank of Israel Ltd	N. M. Rothschild and Sons Ltd	Capital plant and associated UK services	1	20	28 October 1977
LC 734	7368	Israel	United Mizrahi Bank Ltd	Manufacturers Hanover Export Finance Ltd	Capital plant, equipment and associated services	1	10	9 February 1978
LC 771	7368	Israel	Bank Leumi Le Israel BM	N. M. Rothschild and Sons Ltd	Capital plant and associated UK services	4	10	27 June 1978
LC 687	471	Kenya	Industrial Development Bank Ltd	Morgan Grenfell and Co Ltd	Capital plant, equipment and associated services	2	125	30 June 1978
LC 599	471	Kenya	Development Finance Co of Kenya Ltd	Manufacturers Hanover Export Finance Ltd	Capital plant, equipment and associated services	1	25	24 April 1978
LC 760	339	Korea South	Korea Exchange Bank	Lloyds Bank	Capital plant and associated services	10	20	31 August 1978
BC(MC) 37/99029	595	Mexico	Petroleos Mexicanos	Baring Bros	Capital plant and services (for Pemex only)	20	10	1 August 1978 (polyethylene plant contracts)
							50	1 February 1978 (other contracts)
LC 106	7389	Philippines	Manila Electric Co Meralco	Schroder Wagg	Capital plant and equipment for electrical transmission and distribution	3	50	22 January 1978
LC 708	7574	Poland	Bank Handlowy	Midland Bank	Capital plant and associated UK services	10	10	24 March 1978
LC 709	7574	Poland	Bank Handlowy	Lloyds Bank International	Capital plant and associated UK services	10	10	27 March 1978
LC 754	7368	Portugal	Sociedade Financeira Portuguesa	N. M. Rothschild and Sons Ltd	Capital plant and equipment	5	20	7 March 1978
LC 757	642	Qatar	Qatar Fertilizer Co (SAC)	Hambros Bank Ltd	Capital plant and services for ammonia and urea plants	4.4	30	17 May 1978
LC 741	7575	Romania	Foreign Trade Bank	Lloyds Bank	UK capital plant and associated UK services	5	20	28 February 1978
LC 686	505	South Africa	United Transport Holdings Ltd	Standard Chartered Merchant Bank	Solely BL bus chassis of UK origin	1.6	50	18 July 1978

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ENCIRCLE TI 607 ON PAGE 59 FOR FURTHER INFORMATION

Departmental reference	Ext. at ECGD HQ	Recipient country	Borrower	UK bank	Purpose	Loan value £m	Minimum single contract value £'000s	Final date for entering into contracts
LC 659	505	South Africa	SARHA	Hill Samuel	Railway equipment	30	100	1 October 1977
LC 627	505	South Africa	Sasol (Transvaal) Beperk	Hill Samuel	Capital plant and equipment	15	150	13 June 1978
LC 675	505	South Africa	Electricity Supply Commission	Hill Samuel	Capital plant and related services	4	30	5 October 1978
LC(FC) 769	505	South Africa	Standard Merchant Bank South Africa	Standard Chartered Merchant Bank	Various UK goods of a capital nature	5[1]	50[1]	5 September 1978
LC 633	7368	Spain	Banco Industrial de Catalina	Standard Chartered Merchant Bank	Capital plant and equipment	0.5	10	30 November 1977
LC 710	7368	Spain	Banco Hispano Americano	Midland Bank	Capital plant and equipment	1	30	1 September 1978
LC 713	7368	Spain	Banca Catalana	Standard Chartered Merchant Bank	Capital plant and equipment	1	30	31 March 1978
LC 589	654	Sweden	Skandinaviska Enskil Banken	Scandinavian Bank	Capital plant, equipment and associated services	1	10	31 October 1977
LC 717	654	Sweden	Savenask Handelsbanken	Midland Bank	Capital plant and equipment	1	30	31 March 1978
LC 553	654	Sweden	Granges AB	Lloyds Bank	Capital plant and equipment	1	30	15 December 1977 (supplemental)
LC 617	654	Sweden	Kockums Industri	Scandinavian Bank	Capital plant and equipment	2	100	2 March 1978
LC 749	654	Sweden	Asea AB	Hambros Bank Ltd	Capital plant and equipment	1	30	31 May 1978
LC 645	7574	USSR	Vneshtorgbank	Morgan Grenfell and Co Ltd	Capital plant and associated services	10	50	31 October 1977
LC 646	7574	USSR	Vneshtorgbank	Lloyds Bank	Capital plant and associated services	10	50	31 October 1977
LC 626	7575	Yugoslavia	Stopanska Banka Skopje	Lazard Bros	Capital plant and associated UK services for Skopje steelworks	3	100	31 December 1977
LC 701	7575	Yugoslavia	Titograd Investment Bank	Lloyds Bank	Capital plant and associated UK services	10	10	31 March 1978
LC 746	7575	Yugoslavia	Yugoslav Investment Bank	Barclays Bank International	Capital plant and associated UK services	10	20	28 February 1978
BC(MC) 19/99030	505	Zambia	Roan Consolidated Mines Ltd	Morgan Grenfell and Co Ltd	Capital plant and associated UK services	2.080	10	9 March 1978
BC(MC) 2/99045	471	Zambia	Nchanga Consolidated Copper Mines	Standard Chartered Merchant Bank	Capital plant and associated UK services	4	40	4 March 1978

[1] Dollar figures.

1 Requests for further information on any of these lines of credit should be made to the bank concerned or to Export Credits Guarantee Department, PO Box 272, Aldermanbury House, Aldermanbury, London EC2P 2EL (tel. 01-606 6699, extensions as listed in the second column).

2 Exporters when negotiating business which might be financed under one of the above lines of credit should ensure that their contract price contains sufficient margin to cover the cost of any premium payable. These details can be obtained from the bank concerned.

Language policy in Quebec province

French was made the sole official language of Quebec in a new legislation passed by the government of the Province of Quebec on 26 August. Entitled the 'Charter of the French Language', the legislation lays down requirements for business firms operating in Quebec to have French titles and for all firms employing more than 100 people to obtain francisation certificates. Severe fines are imposed for failure to obtain a certificate.

The new legislation continues to require that all labelling must be in French, with certain very limited exceptions, with effect from 3 July 1978. Brochures, catalogues and folders may be prepared in another language but in this case a French text must be available in at least equal quantity in a separate publication.

Details of the regulations are available from Commercial Relations and Exports Division, Department of Trade, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5397.

UK rep appointed for Malta Development Corporation

Mr E. S. Taylor, a retired deputy overseas director of the Confederation of British Industry, has been appointed the UK representative of the Malta Development Corporation. Companies considering investment in Malta, especially those contemplating investing in manufacturing there are invited to contact him at 24 Haymarket, London SW1Y 4DJ, tel. 01-930 9851/8.

The Malta Development Corporation was set up in 1967 by the Malta government as the agency responsible for the promotion of investment in the island. It can provide information on the full range of incentives offered, available facilities, sites etc as well as giving any follow-up assistance that might be necessary. In addition it has a stake in several enterprises in Malta and has established joint ventures in the island with various foreign industrialists.

Exports of non-alloy ferrous scrap

Interim arrangements for licensing exports of non-alloy ferrous scrap to countries outside the European community were announced by the Department of Industry on 1 July and 2 August 1977.

Although the UK and most other member countries have continued to press for the suspension or substantial relaxation of export restrictions, agreement on arrangements for the second half of 1977 has still not been reached in Brussels.

The interim arrangements will therefore be continued pending a community decision, but with some modification to facilitate licensing of high-grade scrap.

Applications for licences to export low-grade and fragmentised scrap will continue to be considered from all exporters providing evidence of firm orders. The following types are treated as low-grade or fragmentised scrap:

1 compressed baled material, other than compressed unused sheet and sheet cuttings;
2 loose used wrought material containing 90 per cent or more, by weight, of a material of a thickness not exceeding 3 mm;
3 turning and borings;
4 fragmentised used wrought material.

In view of the actual level of exports of high-grade scrap as monitored since 1 July, it has been decided for the time being not to confine the allocation to any exporter of a licence for high-grade scrap to a percentage of the licence issued to that exporter for low-grade and fragmentised scrap. Licence applications for high-grade scrap will, as for low-grade and fragmentised scrap, be considered from exporters providing evidence of firm orders. This method of licensing will be operated experimentally and will be subject to review in the light of the volume of applications received. Account will be taken, if necessary in the event of a sustained high volume of applications, of the level of export of scrap of all grades achieved by the applicant.

High-grade scrap includes all non-alloy ferrous scrap other than that referred to above.

Licences will be valid for a period of not more than two months. Further applications may be submitted when any previous licence has been used and evidence of usage may be required.

Applications

Applications should be made to the Department of Industry, Iron and Steel Division, Room 821, Ashdown House, 123 Victoria Street, London SW1. These should give details of the intended shipments and supporting documentary evidence (in English) of the order. Telex messages giving full details will be accepted but must be followed within not more than two weeks thereafter by written confirmation of the order.

Exporters will be required to report to the Department of Industry by not later than the sixth day of each month exports made against

such licences in the preceding calendar month.

Inquiries on the issue of licences should be addressed to the Department of Trade, Export Licensing Branch, Sanctuary Buildings, Great Smith Street, London SW1P 3DB.

New member of art exports committee

Sir Emmanuel Kaye has been appointed a member of the Reviewing Committee on the Export of Works of Art. The appointment is for three years from 1 October 1977.

Sir Emmanuel is chairman and governing director of Lansing Bagnall Ltd, manufacturers of industrial handling equipment. He is a connoisseur combining interest in the arts with experience of business and exporting. He is also a visiting fellow of the University of Lancaster and a Trustee of Glyndebourne.

The function of the committee is to advise the government on the export control of works of art and antiques, in particular whether export licences for certain specific objects should be granted or withheld on the grounds of their national importance.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. telephone inquiries should be addressed to the number at the end of the notice.

1639: Certain knitted or crocheted outer garments from Singapore

Following consultations between the EEC and Singapore, the coverage and level of the quota announced in notice to importers 1631 (*Trade and Industry*, 2 September) on certain knitted outer garments has been revised as follows:

Tariff heading/description	Quota 1 August to 31 December 1977
ex 60.05 Outer garments, knitted or crocheted, not elastic nor rubberised, *other than babies' garments*, the following: jerseys, pull-overs, slip-overs, twin-sets, cardigans, bed-jackets and jumpers, of man-made textile fibres	1 650 000 pieces

The quota will be administered by the Singapore authorities, as set out in notice to importers 1637 (*Trade and Industry*, 30 September). Other knitted or crocheted outergarments are subject to UK surveillance licensing arrangements, details of which are set out in notices to importers 1484 and 1502.

Inquiries: Import Licensing Branch, tel. 01-603 4644, ext. 367.

In focus

BOTB chairman visits Baker Perkins during last export conference

Sir Frederick Catherwood, (right) chairman of the British Overseas Trade Board, visiting the biscuit machinery division of Baker Perkins Ltd at Peterborough on 27 September. Also in the picture is Mike Smith, director, biscuit machinery division. The visit was one of nine made by Sir Frederick and other members of the board to factories throughout the region as part of the East Anglia export campaign. This was the last of a series of export dynamic conferences held throughout Britain during the past two years.

Scandinavian fabric buyers at Parker Knoll . . .

Mr P. Cobbett (centre), export sales executive of Parker Knoll Textiles, shows some of his firm's range of upholstery textiles to a group of fabric buyers from Scandinavia. The four Scandinavians were part of an inward buying mission sponsored by the British Overseas Trade Board visiting Britain and a variety of upholstery fabric producing factories, including Parker Knoll in High Wycombe, from 25 to 30 September.

. . . and overseas yachting journalists try out British boats at Southampton

Trying out some of the British craft before the Southampton boat show held from 19 to 24 September are some of the overseas yachting journalists who spent three days at the boat demonstrations in Southampton water as guests of the British Overseas Trade Board and the British boating industry. A total of 16 overseas journalists, representing the leading yachting, boating and water sport leisure publications in Europe, Scandinavia and north America attended the event and tried out a wide variety of craft before visiting the Southampton boat show.

Overseas trade exhibitions

UK motor industry exports to West Germany up 32 per cent

From Steve Cuthbert, British consulate-general, Frankfurt

The 1977 Frankfurt motor show – forty-seventh in a series which started at the turn of the century – reaffirmed its reputation as the most important exhibition of its kind in Europe, at the present time. More than a million visitors flocked to the city during the 11 days (15-25 September) of the show, eager for a sight of the latest offerings from the world's car makers.

All records for the show – held biennially in Frankfurt and organised by the Association of the German Automobile Industry – were broken during the 1977 event. There were 300 000 more visitors than attended the 1975 Show; 30 per cent more exhibitors, at a total of 1247; 20 000 m^2 additional exhibition area, making an impressive 180 000 m^2 in all, spread over ten exhibition halls.

By far the largest among the contingent of non-German exhibitors was the British entry of 118 firms, 52 of which participated in a joint venture sponsored by the Society of Motor Manufacturers and Trades and supported by the British Overseas Trade Board.

Centre of attraction for most visitors was, of course, the display of cars in halls 5 and 5a where several manufacturers were exhibiting new models launched to coincide with the show. In a commanding position in Hall 5a, Leyland cars displayed their 'Car of the Year' Award-winning Rover 3500, dramatically 'bisected' (at intervals) to the rapt attention of constant crowds – a striking centrepiece to the comprehensive range of vehicles shown by this company.

Nearby, the sheer excellence of the Rolls-Royce exhibit dominated a scene where it was often difficult to see the cars for the people. Chrysler had obviously anticipated this and put their eye-catching new Sunbeam up – at eye level. The three superb examples of Lotus wizardry, on the other hand, were at a slinky ground level and surrounded by admirers.

Among the strong showing of British original equipment, component and accessory manufacturers, there was general satisfaction at the level of business done. For some, the show was highly successful. Keith Webb of Hobourn-Eaton, makers of hydraulic pumps for power-steering systems commented, 'Our participation in the show has been a major breakthrough for our products in the German and international original equipment markets'.

At a time when scarcely any industry seems to have come unscathed through the recession of recent years, activity in the German motor industry continues at a high level as it strives to meet the seemingly insatiable demand of the domestic market. Twenty-five per cent of all cars sold in western Europe are sold in West Germany. There are now 23 million cars on German roads, one for every three of the population. New car registrations during the first half of this year are 10 per cent up on the same period of 1976. And sharing in this bonanza, the British motor industry increased the value of its exports to West Germany by 32 per cent in the first five months of this year. There can be no doubting that the German motoring public is prepared to spend considerable sums of money on accessories and do-it-yourself equipment for its motor cars – still one of the most prized and cared-for possessions in this affluent country.

The British ambassador, Sir Oliver Wright, spent a busy and interesting day (16 September), accompanied by the consul-general in Frankfurt, A. G. Elgar, calling at the stands of all the joint-venture exhibitors and major British independent exhibitors. It was no surprise that everyone he spoke to had the same high opinion of the Frankfurt show and was in no doubt that they would be back for the next one in 1979. In between, of course, the industry will be having its first ever show at the National Exhibition Centre, Birmingham.

UK firms pleased with neurology shows

From the British embassy, The Hague

For a fortnight from 4 to 16 September the Rai congress centre in Amsterdam was the meeting place for 1500 brainfunction analysts and 2400 neurologists from all over the world during the above two successive congresses organised by the International Federation for EEC and the Dutch Society for Neurology respectively.

Opened by the burgomaster of Amsterdam, the first congress started on 4 September in the conference rooms and the main auditorium in which, in total about 550 papers on both related subjects were presented.

Forty exhibition stands had been grouped around the main auditorium manned by the representatives of various internationally operating firms specialising in apparatus such as brain signal registration equipment, tomographic scanning equipment, biofeedback instruments and scientific books and publications.

Strategically grouped in front of the main entrance doors of the auditorium, was an attractively laid out British joint venture, directed by the British Overseas Trade Board in co-operation with the British Health-Care Export Council.

The stands were manned by hard-working representatives of British manufacturers of electrophysiological equipment and recording instrumentation, neurological research instrumentation and tomographic scanning equipment.

The British stand had to be enlarged to make place at the start of the second congress for additional exhibits from EMI with the famous brain and body scanning devices and a young energetic new company in this field, J. & P. Engineering which also has a tomographic scanner.

The EEC congress was extremely successful for the British participants, some of whom had received no less than 150 inquiries during the first week. During the neurology congress the peak went slightly down approaching a normal level in the middle of the second week.

The very enthusiastic British participants had an extremely interesting time here in Amsterdam. Mr Nelligan and Mr Mason of SLE confirmed that this exhibition had not only been very worthwhile for the present and future sales of the company's electro-encephalography equipment, it had been the best exhibition they had ever attended during their career.

Autumn store promotions boost exports

Millions of consumers in different parts of the world are having their attention focused on British merchandise this autumn through a number of British promotions by department-store groups.

Three major events opened in late September. In Chicago the Duke of Kent, vice-chairman of the British Overseas Trade Board, opened the 'British Showcase' event at Marshall Field. In Paris the British ambassador inaugurated the 'Exposition Grande-Bretagne' at Au Printemps and in Stockholm the British ambassador opened the 'British Accent' promotion by the Gulins/Pepita clothing group.

These three events alone account for around £3 million-worth of additional business for British suppliers, with a wide range of British goods being on sale and heavily promoted in the densely-populated Chicago area, in 21 French cities and towns and 23 Swedish towns. They demonstrate the demand for British products in export markets, particularly because of the return to favour of the classic look in clothing and other goods and because of competitiveness on price, which has led to heavy buying for this autumn season by many overseas buyers.

The promotions, supported by the BOTB – under its recently revised store promotions scheme, which has met a very positive

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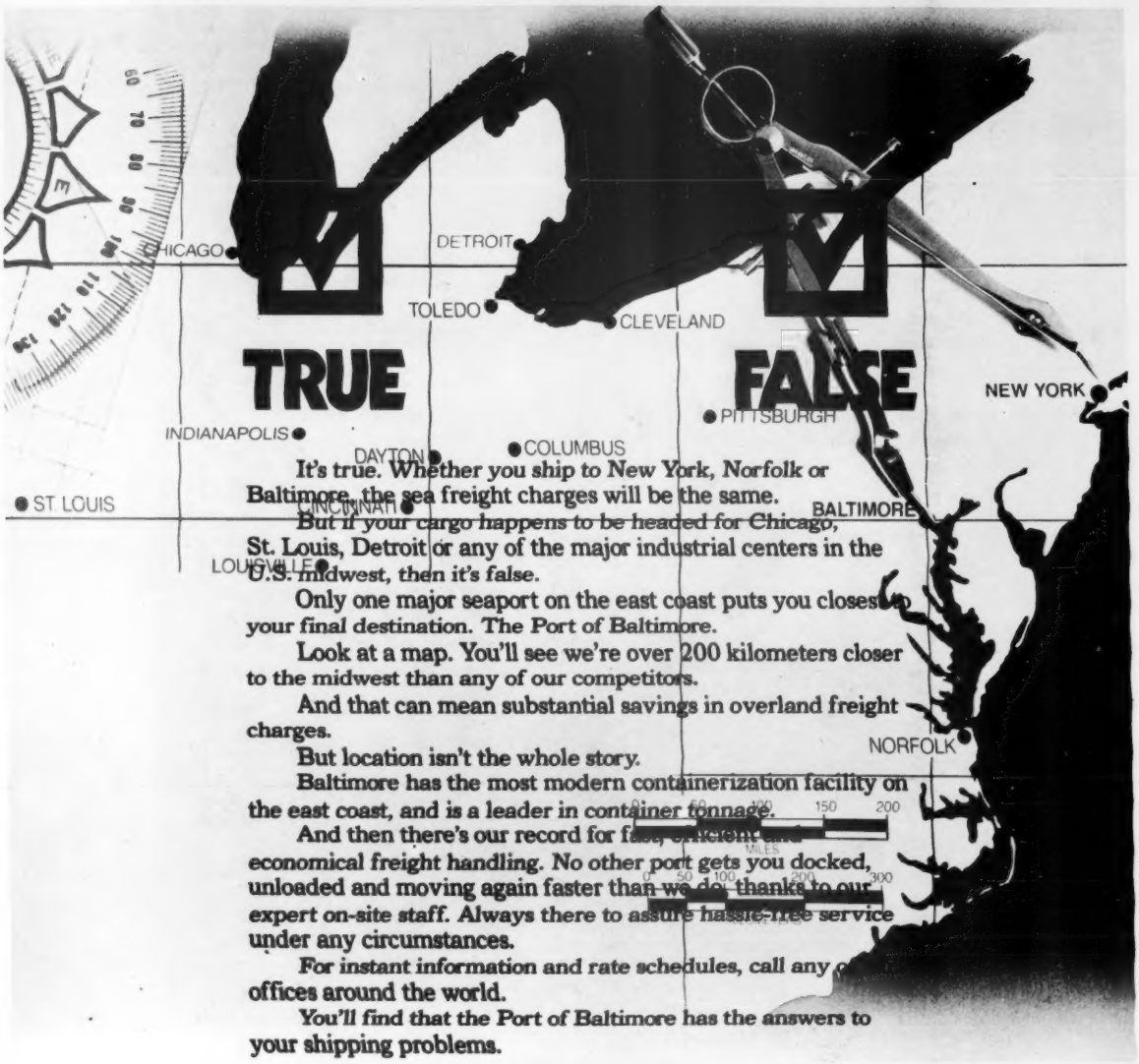

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The Duke of Kent (right), joins Arthur Osborne, President of Marshall Fields, in front of the Bermans and Nathans Kings and Queens display during the opening ceremonies at 'British Showcase' at Marshall Field and Company on Monday, 26 September. Photo: Chicago Tribune.

response from stores – are backed by intensive advertising and merchandise-linked display but also include a range of promotional activity to give a typically British flavour.

At Marshall Field a costumed figure exhibition of kings and queens was a major attraction, while fascination and amusement was provided by Rowland Emett with two of his whimsical creations 'the Lunar Cycle' and the 'Gentleman's Flying Machine'.

In Paris a group of pipers and drummers from the massed border pipe bands, five City of London police officers and three London buses participated in the Au Printemps promotion, as well as Fairisle and Argyll Hosiery knitters and a Wedgwood potter.

Pipers too went to Sweden to perform at the various Gulins stores, along with the town crier of Stratford-upon-Avon. But the main emphasis was on the merchandise and in Au Printemps' main store, for example, one whole key sales floor was cleared to make way for a series of British boutiques filled with a colourful display of goods, where sales broke previous records.

Another British promotion in September, supported by BOTB, was held by Stockmann's in Helsinki, while smaller scale unsupported events were held by Epsteins of New Jersey and Rices Nachman of Norfolk, Virginia.

Early in October a major promotion was launched by Mitsukoshi in 11 Japanese cities, and Barney's opened its menswear promotion in New York. Later in the month the two main Spanish store groups El Corte Ingles and Galerias Preciados will open promotions in their stores throughout Spain and in Singapore Robinsons will also hold a British promotion. Further promotions in November will be at Hankyu, Osaka; Shalom, Tel Aviv and Bambergers in the eastern United States, while Mobilier de France will be promoting British furniture throughout France.

The buying for these promotions represents exports worth many millions of pounds and keeping up a sustained higher level of sales of British goods in these various markets is the main aim of BOTB support for such large events. It is hoped that British suppliers will grasp the opportunity, in the wake of this encouraging round of promotions, to follow up the interest created by them amongst such large numbers of overseas consumers.

Hard work brings results for UK exhibitors

From H. Mock, British embassy, Bonn

Never before has the Cologne fair seen so many British companies exhibiting at what is regarded as the major fair in Europe – the Garden trade fair.

From 25 to 27 September 40 British companies under the auspices of Gardenex in conjunction with the British Overseas Trade Board showed a comprehensive range of gardening tools and equipment, greenhouses, garden sheds, lawn mowers, cultivators, tractors, grass cutters, lawnbug riders, tillers, water gardening equipment and all types of accessories and sundries.

On the whole, British exhibitors were delighted with the results achieved during three days of hard work. When the British ambassador to the Federal Republic of Germany, Sir Oliver Wright, visited their stands in the morning of the last day of the fair, the British exhibitors told him that their participation in this event was of utmost importance to them.

Among the 40 exhibitors there were 10 newcomers to the fair, others had already been showing for the last 15 years. Neither the new firms nor the 'veterans' regretted having come to Cologne. They were all able to meet their existing customers mainly from European countries, and establish a number of new contacts not only in Europe but also in the United States, Japan, Australia, the Middle East and Canada. Most firms were too busy to add up firm orders received during the fair but about half of them were able to quote approximate figures which amounted to roughly £2.7 million. Business expected from serious inquiries received on the stands over the next 12 months is substantial.

The fair was visited by 26 000 trade visitors of whom 8000 were foreign buyers. This represents an increase on the total figure of 19 per cent over last year's event. In addition to the traditional buyers, there was an increased number of trade visitors from garden centres, professional gardeners, garden architects, and experts from municipalities.

The emphasis on products displayed generally was not so much on novelties but on more safety, refined techniques and better quality of equipment. The garden trade fair in 1978 will be extended to four days and will take place from 30 September to 3 October 1978.

Steady flow of orders from Essen

From Mr Foulkes, British consulate-general

All 28 firms in the British group at the Essen welding fair, from 21 to 28 September, reported a high volume of international inquiries and a steady flow of orders.

Mac Arc Ltd of Guildford has secured an order from a prominent Saudi Arabian engineering company for a 200 amp diesel engine-driven welding set worth approximately £40,000. Max Arcs export sales have doubled every year for the past three years and the firm now exports 50 per cent of its sales turnover. F. Bode and Son Ltd, one of the world leaders in welding positioning and manipulating equipment, has made sales from the stand to Germany, Poland and Holland worth approximately £33,000, the equipment comprises one 10-ton and one 2-ton welding positioners and a column and boom manipulator. Cooperheat Ltd, the Southport manufacturers of electrical heat treatment elements and equipment, has received an order from West Berlin for pre- and post-weld heat treatment equipment worth £65,000.

British Oxygen continues to build on its early successes at the show. At the half-way point 187 firm inquiries from 29 countries had been received and, of these, the proportion that has been evaluated amounts to more than £1 million.

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services and Promotion Division of the Department of Trade (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The Department in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The Department would therefore welcome receiving notification of any businessman intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the Department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

Overseas trade export services

Thames Case introduces the Rokbox collection

A complete range of pallet boxes called the Rokbox Collection has been launched by the heavy duty division of Thames Case of Purfleet.

Rokbox Collection offers a choice of pallet bases: a wide range of fibreboard grades for sleeves and caps; and a variety of pallet box designs and sizes. In addition, customers can benefit by free advice from experts in transit packaging and export.

Six pallet bases

A choice of six standard pallet bases is available to suit overall weight and load distribution and handling equipment. The wooden bases are available in a number of designs including simple 'three-by-three' patterns, full-perimeter examples, slatted decks, etc. Additionally, there is a composite base made from expanded polystyrene and timber, and another made from a new, robust, honeycomb material, which is very strong, yet light in weight. Further base designs can be supplied where required.

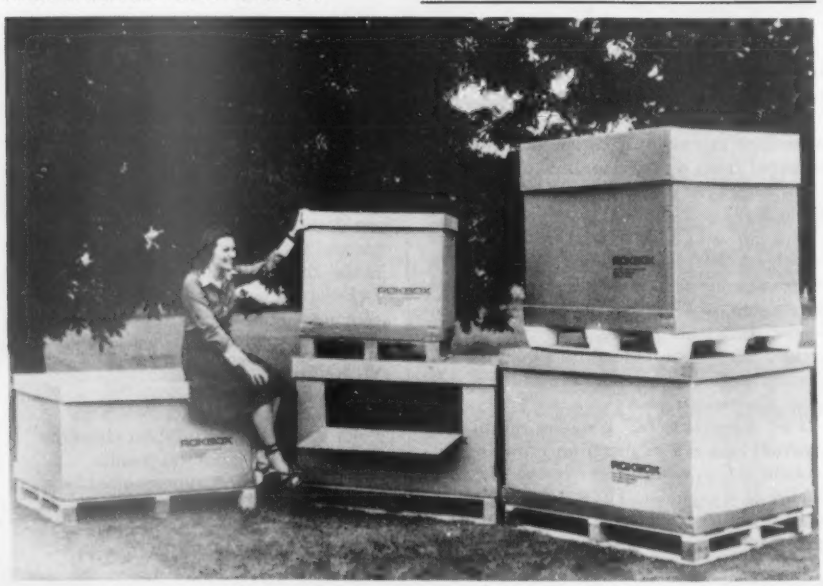
Seven sizes

The pallet boxes are available in a range of seven universal sizes, held in stock. 'Tailor-made' examples are also available in almost any size or quantity. The Rokbox Collection offers a range of four heavy-duty fibreboard grades plus a variety of lightweights for economy, where a heavy-duty material is not needed. Using different board grades, the make-up of each pallet box may be tailored to the requirements of the product.

A variety of pallet box designs is included in the collection – drop fronts for easy loading of tall packs; pull-away fronts for large pallet boxes taking bulky products; and telescopic designs.

Further information: circle 807

Selection from the Rokbox collection.



Lep extends Cologne, Frankfurt, Paris services to Tyne-Tees

Following the introduction of two groupage/full-load trailer services linking west Yorkshire with the important business centres of Cologne/Frankfurt and Paris, Lep Transport has now extended the services to cater for manufacturers and exporters in the Tyne-Tees area.

Departing weekly (Wednesdays) from Lep's North Shields depot, groupage traffic links with the trailer service from Lep Bradford to the Cologne/Frankfurt area of Germany. Transit time is approximately three days to Cologne, four days to Frankfurt.

For Paris, goods depart from Lep's North Shields depot weekly (Thursday) to link with the groupage trailer service from Lep Bradford. Operated in conjunction with Paris agents, EGT, trailers arrive into their depot on Monday mornings, thereafter goods can be quickly and efficiently forwarded throughout the Paris suburbs.

Further information: circle 808

Cargo admin block opened at Gatwick

Timberham House, the main office block for the new cargo terminal at London's Gatwick Airport, was opened on 21 September. The two-storey building took 19 months to construct and cost the British Airports Authority over £500,000. The main tenant will be Customs and Excise but Tradewinds Airways has taken one-third of the accommodation, concentrating their widely scattered offices into one building.

The new 101 000 sq ft, £6 million, cargo terminal started operations in May this year. It replaces the airport's original terminal first opened in 1958 which is now totally overloaded.

Further information: circle 809

Gib/Lisbon link moves to Tilbury

From Monday this week (3 October) Mac-Andrews' Gibraltar/Lisbon service will operate from Tilbury. This weekly container service began in July, using Sheerness as home port of call. The line has now switched to Tilbury because of its easier access and closer proximity to London.

Further information: circle 810

continued on page 31

News of services for exporters

If your company has recently introduced a new service for exporters – in, for example, the packing, forwarding, shipping, airfreighting, banking or translation fields – we would be glad to have details, plus a good black and white photograph where appropriate.

Items for inclusion in our fortnightly 'Export Services' feature should be addressed to the Overseas Editor, 'Trade and Industry', Room 439, 1 Victoria Street, London SW1.

Advertisers who wish to be associated with this feature should contact Dudley Masters on 01-242 9478.

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Government support for industry

Guide to schemes of selective financial assistance

published with Trade and Industry 7 October 1977

A range of incentives designed to encourage greater efficiency and competitiveness in British industry is provided by the government under various schemes of selective financial assistance. This guide outlines these schemes, which, with the exception of the product and process development scheme which provides support under the Science and Technology Act 1965, are authorised under section 8 of the Industry Act 1972.

Selective financial assistance to industry is provided under sections 7 and 8 of the Industry Act for similar purposes (see box below). But, whereas section 7 assistance is designed to provide and maintain employment in the assisted areas, schemes operated under section 8 are not limited to assisted areas but must benefit the economy and serve the national interest.

All applications for selective financial assistance are considered against the criteria for assistance to industry* notified to parliament on 12 January 1976. The criteria specify that all decisions on assistance to industry should have regard to the objectives of enabling British industry to compete more successfully in meeting the requirements of home and overseas markets, and of raising not merely the level but the return on industrial investment, and that decisions on all cases should be based on an assessment of the prospects of viability.

The section 8 powers are in practice operated in three ways: first, through schemes of aid to specific key sectors of industry; second, through more general schemes to encourage new industrial investment and development, such as the current selective investment scheme; and third, in exceptional cases by using the general section 8 powers to assist individual and significant businesses outside the schemes.

* A copy of the paper setting out the criteria in full will be made available on request from the Department of Industry.

Purposes of financial assistance under sections 7 and 8

- to promote the development or modernisation of industry
- to promote the efficiency of an industry
- to create, expand or sustain productive capacity in an industry, or in undertakings in an industry
- to promote the reconstruction, reorganisation or conversion of an industry or of undertakings in an industry
- to encourage the growth of, or the proper distribution of undertakings in, an industry
- to encourage arrangements for ensuring that any contraction of an industry proceeds in an orderly way

Sectoral industry schemes

A sum of £263 million is currently allocated for financial assistance to 12 industrial sectors (see the table below).

Each sectoral industry scheme is based on an assessment of the particular problems of the industry and the extent to which selective financial assistance may be justified and appropriate. Assistance is usually in the form of grants towards projects involving investment in new product development, new equipment and buildings, and restructuring and rationalisation. Under most of the schemes assistance is available for smaller firms towards consultancy studies. The schemes operate for a specified duration, with a closing date for receipt of applications and a limited period for completion of the project.

Applications for assistance must be made or meaningful discussions entered into with the department before a start is made on the project. All the schemes are operated selectively; assistance is not automatically available to projects satisfying the eligibility criteria. In assessing applications the department must be satisfied that the project is consistent with the objectives of the scheme and that: the firm itself is viable and has the capability and financial resources to carry out the proposed project; and the project has good prospects of viability and is consistent with the future demands on the particular sector of industry.

Outlines of the sectoral industry schemes currently open to applications are given on pages 2 to 4. More information about the conditions of each scheme and application forms are available from the inquiry points shown or from regional offices responsible for the area in which the project will be located whose addresses are given on page 4.

General schemes under section 8

Introduced as a counter-cyclical measure in April 1975, the accelerated projects scheme closed for applications in July 1976. It had the purpose of stimulating with the minimum necessary assistance the advancement in time of major investment that would have a significant effect on the balance of payments.

On 15 December 1976 the government announced an initial allocation of £100 million to a new selective investment scheme, which extended the concept of assistance to encourage industry to undertake investment that it would not otherwise have done. In addition to allowing projects to be done earlier, assistance is available to increase the scale, to improve efficiency, or to promote new market openings, where the assistance is critical to the company pursuing these options.

The scheme is directed towards manufacturing industry. Desirable projects from all sectors of manufacturing industry are eligible for consideration; projects from the engineering sector will be particularly welcome.

The four criteria of the scheme are as follows:

1 the company would not have undertaken the project on the basis proposed – in relation to its nature, scale or timing – in the absence of government assistance;
2 projects must be commercially viable and must result in a significant improvement in performance;
3 projects should normally involve new investment of at least £0.5 million, including working capital and ancillary costs directly associated with the project; and
4 projects should be submitted to the Department of Industry by 30 June 1978.

All projects are appraised by the Department of Industry. The amount and terms of assistance will be negotiated individually as the minimum necessary to bring about the additional benefits associated with the project. Assistance will normally be in the form of an interest relief

Sectoral assistance under section 8

Sector	Amount allocated
	£ million
Clothing	15
Electronic components	20
Ferrous foundries[1]	80
Instrumentation and automation	10
Machine tools	30
Non-ferrous foundries	20
Paper and board	23
Poultrymeat processing[1]	5
Printing machinery	15
Redmeat slaughterhouses	20
Textile machinery	20
Wool textiles	5
	263

[1] The ferrous foundries industry scheme and the poultrymeat processing industry scheme have now passed their closing dates for receipt of applications, although some applications received before the closing dates are still being considered.

grant; under this concept the applicant may be considered as raising the finance from the private sector with the government making a cash grant to contribute to the interest costs. Other forms of assistance may, however, be considered.

Companies wishing to apply for assistance under the selective investment scheme or to seek further advice should get in touch with the Industrial Development Unit, Department of Industry, Room 825, Millbank Tower, Millbank, London SW1P 4QU (tel. 01-211 3539/4360/7082), or their normal sponsoring division/department or regional office. In Scotland they should communicate with the Scottish Economic Planning Department, and in Wales with the Welsh Office Industry Department, whose addresses are on page 4.

Use of the general section 8 powers

In exceptional cases, assistance may be made available under the general powers of section 8 for rescue purposes or in other circumstances not covered by any sectoral or other investment scheme. All such applications will be examined against the statutory requirement that the assistance should be of benefit to the economy and in the national interest. This national interest requirement is stringent and means that the business concerned must play a highly significant role in an important sector of the economy. A test would be whether the loss of the business concerned would leave a serious gap in the sector of industry. Examples of this are British Leyland and Chrysler in the motor industry and Alfred Herbert and Kearney Trecker Marwin in the machine tool industry. Such cases will obviously be rare.

A prime consideration in the appraisal of applications is whether the business assisted can within a reasonable period achieve and maintain viability on the basis of once-for-all assistance. Appraisals will take into account all relevant economic, industrial and social factors.

Section 8 assistance and assisted areas

Certain projects in the special development, development and intermediate areas may be eligible for regional development grants and for selective financial assistance under section 7 of the Industry Act 1972. Any regional development grants for which a project may qualify are taken into account in assessing the costs on which the grant of selective financial assistance is based. Section 7 assistance will be available as an alternative, but not as a supplement, to assistance under section 8. The incentives which the government provides for industry in the assisted areas are set out in the booklet 'Incentives for Industry in the Areas for Expansion', copies of which may be obtained from the Department of Industry.

Product and process development scheme

The government announced on 18 July 1977 that £20 million has been made available under the Science and Technology Act 1965 to assist the development of new products and processes by manufacturing industry. The assistance will go towards development costs from the design stage up to the point of commercial production. The emphasis will be on bringing new products and processes to the market.

Projects from any sector of manufacturing industry will be eligible for consideration, though the main thrust of the scheme will be towards mechanical and electrical engineering. Assistance will be given on a selective basis and will normally take the form of a grant of up to 25 per cent of qualifying costs or, as an alternative, a shared cost contract where the government will provide up to 50 per cent of qualifying costs in return for a levy on commercial sales. Support for pre-production orders will also be available under the scheme.

The criteria for assistance under the scheme include the following:

1 the project or programme must be likely to be successful and to contribute significantly to strengthening the company's capability;
2 the project or programme would not go ahead within a reasonable time scale without the assistance; and
3 the project or programme will normally be not less than £25,000 or more than £1 million.

Companies wishing to apply or to seek further advice should approach their sponsoring industry division in the Department of Industry or, in other government departments; or the nearest regional office of the Department of Industry; in Scotland, the Scottish Economic Planning Department (tel. 041-248 2855); in Wales, the Welsh Office (tel. 0222 62131). General inquiries may be addressed to the Department of Industry, Industrial and Commercial Policy Division, 1 Victoria Street, London SW1H 0ET, (tel. 01-215 5141).

Evidence to the Wilson committee

Main schemes of government assistance for industry are examined in a paper prepared by the Department of Industry for the Wilson committee to review the functioning of financial institutions. The text of the paper, 'Government Support for Industry', was published in *Trade and Industry* on 23 September 1977.

Requests for reprints should be addressed to 01-215 5141.

Sectoral industry schemes*

Clothing industry scheme

Purpose: to promote the modernisation, restructuring and rationalisation of manufacturing capacity.

Scope: the scheme is open to undertakings engaged in the manufacture of certain specified items of clothing including outerwear, shirts, dresses, lingerie, hats and gloves.

Form of assistance: grants of up to

1 50 per cent to smaller firms towards the costs of employing consultants to advise on and implement proposals to improve productivity and efficiency
2 25 per cent towards investment projects designed to improve productivity and efficiency

loans at concessionary rates or interest relief grants towards projects involving restructuring and rationalisation.

Timing: applications must be made by 31 December 1977 and projects must be completed by 31 December 1979.

Inquiries: Department of Industry, Clothing Scheme Administration Unit, Sunley Building, Piccadilly Plaza, Manchester M1 4BA, tel. 061-236 2171.

Electronic components industry scheme

Purpose: to promote the development of new products or production technologies and the restructuring and rationalisation of manufacturing capacity.

Scope: the scheme is open to firms working in the areas of industry covered by the statistical minimum list heading 364 (radio and electronic components).

Form of assistance: grants of up to

1 25 per cent towards the costs of the research, design, development and production launching of new products or production technologies or the improvement of existing products or production technologies in terms of productivity, quality or standardisation. At the department's discretion, a 50 per cent shared cost contract recoverable by a levy on subsequent sales may be offered as an alternative to the grant
2 20 per cent towards the costs of equipment, plant and machinery and 15 per cent towards the costs of new buildings or extensions associated with projects
3 50 per cent to smaller companies towards the costs of employing consultants to advise on projects for restructuring and rationalisation

loans at concessionary rates or interest relief grants towards the costs of projects involving restructuring and rationalisation.

Timing: applications must be made by 31 July 1978. Projects involving the development of new products or the improvement of existing ones must be completed by 31 December 1980. Expenditure on rationalisation or the employment of consultants must be made by 31 December 1979.

Inquiries: Department of Industry, CSE Division (2), Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 6075.

Instrumentation and automation scheme

Purpose: to promote the modernisation of production facilities.

Scope: the scheme is open to firms engaged in the manufacture of: industrial and electronic instruments for analysis; measurement or scientific instruments for research or industrial use; electro-medical equipment; automatic gauging and testing instruments used in manufacturing industry; automation systems. Specifically excluded are items of a domestic consumer nature such as binoculars, telescopes, watches and clocks; also excluded are numerically controlled systems, engineers' small gauges and tools, and surgical instruments.

* Inquiries may be directed to the appropriate regional office of the Department of Industry (Ministry of Agriculture Fisheries and Food in the case of the red meat slaughterhouse industry scheme) or to the address listed for each scheme.

Form of assistance: grants of up to

1 20 per cent towards the costs of new plant and machinery
2 15 per cent towards the costs of new buildings or modifications to buildings.

Timing: applications must be made within 18 months of the launching of the scheme and projects must be completed within three years of the launching of the scheme.

Inquiries: Department of Industry, CSE Division (3), Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 0030.

Machine tool industry scheme

Purpose: to promote the modernisation, restructuring and rationalisation of manufacturing capacity and the development of new products.

Scope: the scheme is open to firms engaged in the manufacture of metal-working machine tools, one-off tooling and assembly machines.

Form of assistance: grants of up to .

1 25 per cent towards the costs of design, development and launching of new products
2 20 per cent towards the costs of new plant and machinery
3 15 per cent towards the costs of new buildings or modifications to buildings
4 50 per cent towards the costs of employing consultants to advise on projects directed at improving productivity and efficiency

loans at concessionary rates or interest relief grants towards the costs of projects involving restructuring and rationalisation.

Timing: applications must be made by 31 December 1977. Projects under 1 must be completed by 31 August 1981 and those under 2, 3 and 4 by 31 December 1979.

Inquiries: Department of Industry, M Division, Abell House John Islip Street, London SW1P 4LN, tel. 01-211 7165.

Non-ferrous foundry scheme

Purpose: to promote the modernisation, restructuring and rationalisation of production facilities and the improvement of working conditions.

Scope: the scheme is open to undertakings engaged in the manufacture of castings in non-ferrous metals or their alloys, either as components for other manufacturers or as finished goods, but excluding the production of medallions and works of art etc.

Form of assistance: grants of up to

1 25 per cent towards the costs of new plant and machinery
2 15 per cent towards the costs of new buildings or modifications to buildings
3 50 per cent to smaller companies towards the costs of employing consultants to advise on projects for improving productivity and efficiency

loans at concessionary rates or interest relief grants towards the costs of projects involving restructuring and rationalisation.

Timing: applications must be made by 31 July 1978 and projects must be completed by 31 March 1981.

Inquiries: Department of Industry, PTM Division (3c), Millbank Tower, Millbank, London SW1P 4QU, tel. 01-211 7063.

Paper and board industry scheme

Purpose: to promote investment in new facilities which will enable greater use of indigenous fibre and thereby assist the balance of payments by reducing the consumption of imported raw material.

Scope: the scheme is open to firms engaged in the manufacture of paper or board and (for part of the scheme) in the manufacture of machinery for the use of the paper or board manufacturing industry.

Form of assistance: grants of up to

1 25 per cent towards the costs of new plant to expand capacity to process indigenous fibre
2 15 per cent towards the costs of new associated buildings or modifications to buildings
3 25 per cent towards the costs of facilities for storing increased quantities of waste paper
4 25 per cent towards the costs of new systems for treating indigenous fibre
5 15 per cent towards the costs of associated buildings
6 25 per cent towards the costs of developing individual pieces of machinery for the treatment of indigenous fibre.

Timing: applications must be made by 30 June 1978. Projects under 1, 2 and 3 must be completed by 30 June 1980 and those under 4, 5 and 6 by 30 June 1981.

Inquiries: Department of Industry, PTM Division, Ashdown House, 123 Victoria Street, London SW1E 6RB, tel. 01-212 8984/0280.

Assistance to the printing machinery industry

Purpose: to promote the modernisation, restructuring and rationalisation of manufacturing capacity and the development of new products.

Scope: firms which may apply are those engaged in the manufacture of machinery for printing, the preparation of printing surfaces, image processing, binding, cutting and folding and other machinery used by the graphic arts industry.

Form of assistance: grants of up to

1 20 per cent towards the costs of the design, development and launching of new products
2 20 per cent towards the costs of new plant and machinery
3 15 per cent towards the costs of new buildings or modifications to buildings
4 50 per cent to smaller companies towards the costs of employing consultants to advise on projects directed at improving productivity and efficiency

loans at concessionary rates or interest relief grants towards the costs of projects involving restructuring and rationalisation.

Timing: applications must be made by 31 December 1977. Projects involving product development must be completed by 31 December 1980. Other projects must be completed by 31 December 1979.

Inquiries: Department of Industry, M Division, Abell House, John Islip Street, London SW1P 4LN, tel. 01-211 7165.

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Red meat slaughterhouse industry scheme

Purpose: to promote the modernisation, restructuring and rationalisation of facilities particularly to raise hygiene standards and improve working conditions.

Scope: the scheme is open to businesses (including local authorities) which operate facilities where the slaughtering and processing of red meat is carried out.

Form of assistance: grants of up to

1 either 15 per cent of 20 per cent towards the costs of fixed plant, equipment and buildings (the level of grant depends on whether EEC assistance is also being received)
2 50 per cent to smaller companies towards the costs of employing consultants to advise on projects for improving slaughtering facilities

interest relief grants to smaller companies towards the costs of projects involving restructuring and rationalisation.

Timing: applications must be made by 30 November 1978 and projects must be completed by 30 November 1980.

Inquiries: Ministry of Agriculture, Fisheries and Food, Sheep and Livestock Subsidies Division, Whitehall Place, London SW1A 2HH, tel. 01-839 7711.

Assistance to the textile machinery industry

Purpose: to promote the modernisation, restructuring and rationalisation of manufacturing capacity and the development of new products.

Scope: firms which may apply are those engaged in the manufacture of machinery for textile production which includes equipment for processing, spinning, weaving, knitting and finishing of textiles (filaments, yarns, fabrics and carpets).

Form of assistance: grants of up to

1 20 per cent towards the costs of the design, development and launching of new products
2 20 per cent towards the costs of new plant and machinery
3 15 per cent towards the costs of new buildings or modification to buildings
4 50 per cent to smaller companies towards the costs of employing consultants to advise on projects directed at improving productivity and efficiency

loans at concessionary rates or interest relief grants towards the costs of projects involving restructuring and rationalisation.

Timing: applications must be made by 31 December 1977. Projects involving product development must be completed by 31 December 1980. Other projects must be completed by 31 December 1979.

Inquiries: Department of Industry, M Division, Abell House, John Islip Street, London SW1P 4LN, tel. 01-211 7165.

Wool textile industry scheme (second stage)

Purpose: to promote further restructuring and rationalisation of manufacturing capacity.

Scope: eligible firms will normally be those engaged in the wool textile industry and which are liable to pay levy under article 4a of the Wool Textile Industry (Export Promotion Levy) Order 1970 and under the Wool Textile Industry (Scientific Research Levy) Order 1970, and were so liable at 1 October 1976.

Form of assistance: for restructuring and rationalisation projects

1 loans at concessionary rates, or interest relief grants towards up to 50 per cent of approved costs not covered by 2
2 grants of 20 per cent towards the costs of new plant and machinery, new works and alterations to buildings and 30 per cent towards the costs of new buildings and extensions

grants of 50 per cent towards the costs of employing consultants to advise on projects directed at improving productivity and efficiency.

Timing: applications had to be made by 30 September 1977 (extension under review) and projects must be completed by 31 March 1979.

Inquiries: Department of Industry, Yorkshire and Humberside Regional Office, Priestley House, Park Row, Leeds LS1 5LF, tel. 0532 443171.

Regional contact points

England

North

Northumberland, Tyne and Wear, Cleveland, Durham and Cumbria (except the employment office areas of Barrow-in-Furness, Dalton-in-Furness, Ulverston and Grange-over-Sands)

Department of Industry, Stanegate House, The Groat Market, Newcastle upon Tyne, NE1 1YN, tel. 0632 24722

For redmeat slaughterhouse scheme only

Ministry of Agriculture, Fisheries and Food, Government Buildings, Kenton Bar, Newcastle upon Tyne, tel. 0632 869811

North-West

Cheshire, Lancashire, Merseyside, Greater Manchester, the High Peak District of Derbyshire and that part of Cumbria in the employment office areas of Barrow-in-Furness, Dalton-in-Furness, Ulverston and Grange-over-Sands

Department of Industry, Sunley Building, Piccadilly Plaza, Manchester, M1 4BA, tel. 061-236 2171

For redmeat slaughterhouse scheme only

Ministry of Agriculture, Fisheries and Food, Government Buildings, Lawnswood, Leeds, tel. 0532 674411

Yorkshire and Humberside

North Yorkshire, West Yorkshire, South Yorkshire and Humberside

Department of Industry, Priestley House, Park Row, Leeds, LS1 5LF, tel. 0532 443171

For redmeat slaughterhouse scheme only

Ministry of Agriculture, Fisheries and Food, Government Buildings, Lawnswood, tel. 0532 674411

West Midlands

Salop, Staffordshire, West Midlands Metropolitan County, Hereford and Worcester, Warwickshire

Department of Industry, Ladywood House, Stephenson Street, Birmingham, B2 4DT, tel. 021-632 4111

For redmeat slaughterhouse scheme only

Ministry of Agriculture, Fisheries and Food, Woodthorne Wolverhampton, tel. 0902 754190

East Midlands

Derbyshire (except the High Peak District), Nottinghamshire, Lincolnshire, Leicestershire, Northamptonshire

Department of Industry, Severns House, 20 Middle Pavement, Nottingham, NG1 7DW, tel. 0602 56181

For redmeat slaughterhouse scheme only

Ministry of Agriculture, Fisheries and Food, Government Buildings, Chalfont Drive, Nottingham, tel. 0602 292251

South-West

Gloucestershire, Avon, Wiltshire, Somerset, Dorset, Devon, Cornwall, Isles of Scilly

Department of Industry, The Pithay, Bristol, BS1 2PB, tel. 0272 291071

For redmeat slaughterhouse scheme only

Ministry of Agriculture, Fisheries and Food, Government Buildings, Burghill Road, Westbury-on-Trym, Bristol, tel. 0272 500000

East

Norfolk, Suffolk, Cambridgeshire, Essex, Hertfordshire, Buckinghamshire, Bedfordshire, Berkshire, Oxfordshire

Department of Industry, Charles House, 375 Kensington High Street, London, W14 8QH, tel. 01-603 2070

For redmeat slaughterhouse scheme only

Ministry of Agriculture, Fisheries and Food, Government Buildings, Brooklands Avenue, Cambridge, tel. 0223 58911 and
Government Buildings, Coley Park, Reading, tel. 0734 581222

London and South-East

Greater London, Kent, Surrey, East and West Sussex, Hampshire, Isle of Wight

Department of Industry, Charles House, 375 Kensington High Street, London, W14 8QH, tel. 01-603 2060

For redmeat slaughterhouse scheme only

Ministry of Agriculture, Fisheries and Food, Sheep and Livestock, Subsidies Division, Whitehall Place, London, SW1A 2HH, tel. 01-839 7711

Wales

Comprising the whole of Wales

Welsh office, Industry Department, Government Buildings, Gabalfa, Cardiff, CF4 4YL, tel. 0222 62131

For redmeat slaughterhouse scheme only

The Welsh Department, Plas Crug, Aberystwyth, Dyfed, tel. 0970 3162

Scotland

Comprising the whole of Scotland

Scottish Economic Planning Department, Alhambra House, 45 Waterloo Street, Glasgow, G2 6AT, tel. 041-248 2855

For redmeat slaughterhouse scheme only

Department of Agriculture for Scotland, Livestock Products Division, Chesser House, 500 Gorgie Road, Edinburgh, EH11 3AW, tel. 031-443 4020

Northern Ireland

Department of Commerce, Chichester House, 64 Chichester Street, Belfast, BT1 4JX, tel. 0232 34488

New marketing company

A company has just been formed to provide integrated marketing services specifically for companies and organisations involved in the manufacture, selling and promotion of industrial and technical products and services.

Integrated Marketing Services says its approach is founded on the philosophy of offering an integrated service in all aspects of marketing mix such as market research, new product search and promotion, public relations and advertising.

Clients using Integrated Marketing Services, the company says, will gain the benefits of a staff marketing operation, but with considerably reduced cost and involvement compared with running an in-house organisation.

Typical functions available are: marketing research and special assignments (home or overseas), publicity, advertising and public relations, new product promotions, sales training courses, recruitment of key marketing personnel, and acquisition and feasibility studies.

Further information: circle 811

Global extends book service to Australia

Global Air Freight has extended its scheduled airline book service to Australia. With transhipment in Madras, the service is achieving total transit times of approximately seven days. Global's book service was introduced earlier this year to India, and has already attracted regular weekly consignments of over 1000 kg.

Global says that the appeal of the service to publishers has not only been the savings possible in the total distribution costs but also the vastly improved marketing methods as a result of the rapid transit time. In addition, the company states, the proof of delivery obtainable under the scheduled airline freight system plays a great part in prompt settlement of payment.

Further information: circle 812

Sealink starts new CI sailing

British Rail Sealink's new service for passengers, accompanied cars and ro-ro haulage vehicles between Portsmouth and the Channel Islands starts on 31 October. The new service will complement existing services operating from Weymouth.

The service will operate five days a week in autumn, winter and spring and daily from mid-May until October, leaving Portsmouth at 2300, arriving in Guernsey at 0600 and Jersey 0845 next morning. On return, departures from Jersey will be at 0950 and Guernsey at 1230, arriving in Portsmouth at 1845.

British Rail Sealink has acquired the 3,670 ton passenger/vehicle ferry *Earl William* to operate the service and it is being extensively modified at a cost of approximately £2 million. The ferry is expected to be in service in November 1977 and until that time the service will be operated by the *Earl Godwin*.

The *Earl William* will have a capacity for 170 cars and 30 road haulage vehicles (or a mix of the two) and 1000 passengers.

Further information: circle 813

ML re-opens via Beirut

Manchester Liners' Mediterranean division has re-opened exclusive container cargo facilities to overland Middle East destinations through the port of Beirut.

The company's agents, Rodolphe Saade and Co, now has a fleet of purpose-built vehicles and trailers stationed in Beirut for the onward transit of 20- and 40-ft containers.

Container cargo – full container loads (FCL) only – is now being accepted for the containership journey from the port of Manchester to Beirut, combined with road transportation from Beirut to Jordan, Kuwait, Saudi Arabia and Qatar.

FCL and less-than-container loads are accepted for local delivery in Beirut.

The Mediterranean division's containerships also serve the Syrian ports of Lattakia and Tartous, with overland transportation provided to Middle East destinations.

Further information: circle 814

Direct link with Nigerian trade fair

British exhibitors at the first Nigerian trade fair to be held in Lagos in November, are being offered a comprehensive through trailer service from their works to the exhibition site, by Anchor Global Transport of Felixstowe.

The firm has been running a regular express trailer groupage service to Apapa for over a year.

The regular Anchor service to Lagos is offered on the basis of high reliability, often faster in terminal-to-terminal transit time than air freight but at much lower cost.

To guarantee delivery to the exhibition site in good time for assembly work, etc, the trailers will leave the UK in mid-October.

Further information: circle 815

Seychelles groupage inaugurated

Pickfords International has inaugurated a container groupage service to the Seychelles which is operated in conjunction with its French associates Satco.

Consignments are received, consolidated and containerised at Pickfords ICD terminal in Barking from where there are regular departures that connect with monthly direct sailings to the Seychelles from Rouen. This service is a development of the company's groupage service to Mauritius which has been running since April 1976.

Further information: circle 816

Giltspur moves into NEC

The air freight and air charter divisions, and surface freight divisions of Giltspur Shipping, have opened a new office and depot at the National Exhibition Centre, Birmingham. Giltspur already has a specialist exhibition handling and transport division at the centre operated by Giltspur Bullens Transport Services Ltd.

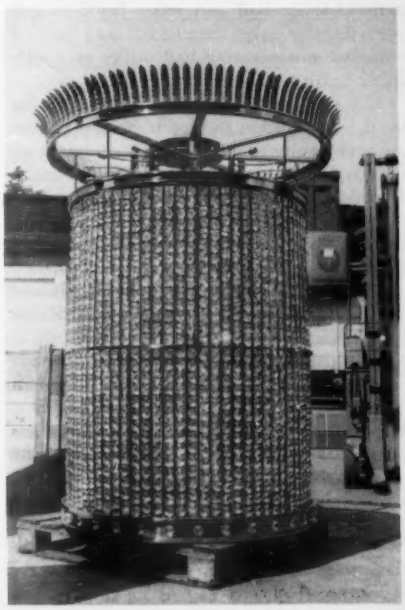
The consolidation of Giltspur Shipping at the NEC enables the group to provide a total and integrated service to companies in the Midlands area covering air, sea and surface freight-forwarding.

Further information: circle 817

Chandelier moved by Schenker

This 8 ft high, 5 ft diameter gold-plated chandelier constructed in the main from Waterford crystal glass – worth more than £12,500 – was recently shipped from London to Islamabad by the overseas export department of the Schenker Organisation in London. The chandelier, sent by Arnold Montrose Ltd of London, was despatched by sea for delivery to the new Holiday Inn, Islamabad, where it is to be erected in the hotel's foyer. The chandelier weighs approximately 700 kilos and took one man three weeks to make. It was prepared and packed for shipment by Schenkers' at Vallance Road, where they not only operate a packing depot, but also their distribution and warehouse services, cool-store, and internetional removals department.

Further information: circle 818



Overseas trade country data

Argentina

Amendments to import duties. The Argentine Ministry of Economy has issued several resolutions amending the import tariff. The goods affected fall within the following chapters of the tariff:

Chapters 17, 22, 25, 27, 28, 29, 30, 31, 32, 33, 34, 35, 38, 39, 40, 41, 45, 47, 48, 51, 53, 54, 55, 56, 59, 69, 70, 73, 76, 84, 85, 87 and 90.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Australia

Agricultural trailers. Following a call for tender for the supply of agricultural trailers to an Australian government authority, the Australian customs representative in London has been requested to conduct inquiries for the purpose of establishing a normal value for this commodity in the UK.

It should be noted that where Australian government purchasing involves a substantial value and a tender includes the supply of foreign goods in competition with Australian goods it is government policy to conduct inquiries overseas to establish whether the foreign tender involves goods offered at dumping prices.

Inquiries: CRE 01-215 5319.

Ref: CRE 36493/2

Ball and roller bearings. The Industries Assistance Commission has released a draft report of its inquiry into the question whether assistance should be accorded the manufacture in Australia of balls for bearings (tariff item 73.40.2), ball and roller bearings and parts therefor (tariff item 84.62) and bearing housings incorporating ball, roller or needle roller bearings (tariff item 84.63.8).

The draft report is being made available by the commission to give interested parties an opportunity to examine and comment on it before final recommendations are made. In order to consider submissions on the draft, the commission will hold a further public hearing on Tuesday, 25 October 1977 beginning at 10.00 am.

A copy of the draft report may be obtained on loan from Department of Trade, Room 336, 1 Victoria Street, London SW1H 0ET.

Inquiries: CRE 01-215 5319.

Ref: CRE 2177/72

Cassettes. The Australian government has received a request for temporary protection against the import of C-zero cassettes and parts (tariff item 39.07.110). Requests for temporary protection are initially considered by the department concerned and at a later stage they may be referred to the Temporary Assistance Authority (TAA) for inquiry and report within 30 days of the date of the reference. Any temporary protection which may be awarded on the recommendation of the TAA is in the nature of a holding action pending consideration of the question of long-term protection for the local industry.

Interested parties who wish to make their views known on this application for temporary protection should write immediately to the Department of Industry and Commerce, PO Box 80, Canberra ACT 2600. Comments should reach the department by 24 October.

Inquiries: CRE 01-215 5319.

Ref: CRE 1528/77

Hosiery. The Australian government has received a request for temporary protection against the import into Australia of hosiery, including pantyhose, tariff items 60.03 and 60.04.400.

Requests for temporary protection are initially considered by the department concerned and at a later stage they may be referred to the Temporary Assistance Authority for inquiry and report within 30 days of the date of the reference. Any temporary protection which may be accorded on the recommendation of the Temporary Assistance Authority is in the nature of a holding action pending government consideration of the general question of long term protection for the industry.

UK firms or trade associations intending to submit evidence at the public hearing, the date and place of which has not yet been announced, should send their comments immediately to the Department of Industry and Commerce, PO Box 80, Canberra, ACT 2600. The closing date for receipt of comments is 21 October.

Inquiries: CRE 01-215 5319.

Ref: CRE 1529/77

Spanners. A notice in *Trade and Industry*, 15 July, reported a reference to the Australian government seeking temporary protection against the import into Australia of certain non-adjustable spanners falling within tariff item 82.03.200.

The government, having considered the request, has now referred it to the Temporary Assistance Authority for inquiry and report within 30 days. The public hearing into the matter will be held in Canberra on 13 October. Further details about the inquiry will be available shortly from Department of Trade, Room 336, 1 Victoria Street, SW1H 0ET.

Inquiries: CRE 01-215 5319.

Ref: CRE 1014/77

Miscellaneous industrial machinery. A notice in *Trade and Industry*, 11 March 1977, reported a reference to the Industries Assistance Commission on the question of whether protection should be accorded the production in Australia of certain items of industrial machinery. The list of tariff items of the goods in question which was published in the previous notice has been modified and the current list is as follows:

73.40.3, 73.40.4, 84.11.5 excluding hand-operated inflators, 84.11.6 excluding foot-operated inflators, 84.11.9 excluding air pumps and compressors, 84.16, 84.17.1, 84.17.2, 84.17.3, 84.17.4 excluding gas-fired water heaters, 84.17.5, 84.17.6, 84.17.9 excluding instantaneous or storage water heaters, 84.18.1 excluding centrifuges, 84.18.4, 84.18.5, 84.18.61 excluding original components in tractors and tractor derivatives, 84.18.69, 84.18.9, 84.19.1, 84.19.9, 84.21.1 excluding pumping units for fire fighting, 84.21.2 excluding hand fire extinguishers, 84.21.3 excluding fire extinguishers, 84.21.5, 84.21.7 excluding garden and field irrigators, appliances for spraying or dispersing pesticides or herbicides, 84.21.9, 84.22.29 excluding chain hoists and chain pulley tackle, 84.23.92, 84.41 excluding machine heads imported separately, 84.42, 84.54.3, 84.54.9, 84.55.9 parts and accessories falling within 84.55.9 for goods of a kind falling within 84.54.3 and 84.54.9, 84.57, 84.58, 84.59.1, 84.59.2, 84.59.3, 84.59.5, 84.59.6, 84.59.9, 84.60, 84.63.1 excluding goods for use as original components in engines for tractors or tractor derivatives, 84.63.6, 84.63.7, 84.64, 84.65, ex 96.02.5 being brushes being parts for non-domestic type vacuum cleaners only.

The commission is now in a position to proceed with the inquiry and the public hearings will be held at the following locations and times:

Brisbane
Conference Room
Lower Ground Floor
Australian Government Centre
295 Ann Street
BRISBANE, QLD
Comencing 10.00 am
Fri, 28 Oct 1977

Adelaide
Commercial Tribunal
10th Floor
East Wing
GRE Building
50 Grenfell Street
ADELAIDE, SA
Commencing 10.00 am
Wed, 2 Nov 1977

Perth
Royal Commission Suite
2nd Floor
220 St George's Terrace
PERTH, WA
Commencing 10.00 am
Fri, 4 Nov 1977

Sydney
Public Inquiry Room
Industries Assistance Commission
16th Floor
59 Goulburn Street
SYDNEY, NSW
Commencing 10.00 am
Mon, 14 Nov 1977

Melbourne
Public Inquiry Room
Industries Assistance Commission
12th Floor
Marland House
570 Bourke Street
MELBOURNE, VIC
Commencing 10.00 am
Tue, 22 Nov 1977

UK firms or trade associations intending to submit evidence at the inquiry and who have not yet notified the commission should do so

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Export (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

as soon as possible; correspondence should be addressed to the Industries Assistance Commission, PO Box 80, Canberra, ACT 2600.

Evidence may be submitted either through an accredited agent of the firm or the trade association concerned or through the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4FW (tel. 01-930 2524) who will represent UK interests if authorised. The association charges a fee for its services the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319.

Ref: CRE 2177/72

Whisky and brandy import duty and quotas. Following consideration of the Temporary Assistance Authority report on brandy, whisky, gin and vodka, dated 24 March 1977, the Australian government has announced its decision in respect of whisky and brandy only. The following short-term measures will now apply:

1 A temporary additional duty raising the rate on whisky and brandy to $A12.50 per litre of alcohol;
2 Tariff quotas to apply to clearances of imports of whisky and brandy for the six-month period commencing 22 August 1977 at a level equivalent to 40 per cent of imports entered during 1975/76;
3 Imports in excess of the quotas will be dutiable at $A12.50 per lite of alcohol plus a further temporary duty of $A20.00 per litre of alcohol.

Although the total of quotas allowed will be in accordance with 2 above, individual quotas will be allocated on the basis of imports in the year ended 31 August 1977 in order to give a share to recent newcomers to the market.

It was also announced that a reference has been sent to the Industries Assistance Commission on all potable spirits for an interim report by 30 November 1977 on whether short-term assistance should be accorded whisky and brandy beyond 21 February 1978, and if so, the nature and level of such assistance. It is stressed that the above short-term measures do not apply to either gin or vodka. The hearings into this inquiry will commence in Canberra on 19 October.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Barbados

Tyres. By SI 1977, 201, the Barbados authorities have announced that import licences are now required for remoulded tyres (tariff no. ex 40.11).

Inquiries: OTAR 01-248 5757 ext. 7312/456/467.

Brandy. By SI 1977, 199, the rate of consumption tax levied on brandy has been increased to BD$15.00 per proof gallon.

Inquiries: OTAR 01-248 5757 ext. 7312/456/467.

Belgium

Oral preparations for tanning the skin. The *Moniteur Belge*, 180, 16 September, published a decree dated 17 August prohibiting the sale of all products taken orally to promote tanning of the skin.

The decree entered into force on the day of publication. Copies of this decree (in French) are available from OTAR 01-248 5757 ext. 288/466/467.

Bulgaria

Visa regulations. From 1 October 1977 only those tourists possessing pre-paid vouchers issued by tourist agencies acting for Balkantourist will be permitted to purchase entry or transit visas at the point of entry into Bulgaria. Independent tourists are now required to obtain visas from the Bulgarian consular offices before entering the country.

It should be stressed that no traveller who describes himself as a business visitor on his landing/entry card will be permitted to enter the country, unless he is in possession of a visa issued by a Bulgarian Consular Office, even if he holds pre-paid vouchers.

France

Certificates of origin: correction. The notice published in *Trade and Industry*, 23 September 1977, incorrectly stated that certificates of origin were required for products falling within CCCN chapter 30. This should have read: 'chapter 31 – Fertilisers'.

The remainder of the chapters and individual headings listed in this notice were correct.

Inquiries: OTAR 01-248 5757 ext. 423.

Federal Republic of Germany

Turnover tax. The Federal Republic of Germany is to increase turnover tax (VAT) rates to 12 per cent and 6 per cent from the current rates of 11 per cent and 5.5 per cent on 1 January 1978.

Inquiries: OTAR 01-248 5757 ext. 467/288/466.

Production of animal feedstuffs. The German Federal Republic has made an order dated 28 July 1977 entitled 'An Order on the Treatment of Animal Feedstuffs of Animal Origin during Production'.

Copies are available, in German, to British exporters.

Inquiries: OTAR 01-248 5757 ext. 467/466/288.

Production of foodstuffs: correction. The notice in *Trade and Industry*, 16 September 1977, should be disregarded as the order referred to concerns animal feedstuffs and not human food.

Israel

Standards. The following Israeli standards have been declared official and compliance with them will be compulsory 60 days from 8 September 1977:

IS No. 90 Petroleum products
IS No. 239 Ceramic sinks

The Standards Institution of Israel issues an English translation of the standards and copies may be obtained from the British Standards Institution Library, 2 Park Street, London W1, tel. 01-629 9000, telex 266933.

British exporters requiring technical advice are advised to contact Technical Help to Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts HP2 4SQ (tel. 0442 3111, telex 82424).

Inquiries: OTAR 01-248 5757 ext. 458/461.

Ban on tartrazine colour. The Israel authorities have announced that from 1 April 1978 the use of tartrazine (FDC Yellow No. 5) will not be permitted in medicines for internal use because of its tendency to cause allergic reaction.

Under an arrangement with importers and producers, the Authorities have agreed to permit, *until 1 April 1978*, the marketing of preparations already on the market or whose registrations are still valid.

In exceptional cases importers or producers may apply for special approval to continue marketing preparations containing Tartrazine after 1 April. Applications will be considered on their merits and if approval is given the medicine will have to be marked with a special warning.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Italy

Road transport of goods. The *Gazzetta Ufficiale*, 236, 31 August, published a ministerial decree of 20 August 1977, on the conditions for the issue of permits for the transport of goods on international highways.

Copies of the decree, in Italian, are available. An English translation is being prepared and will be available at a later date.

Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Petroleum products. The *Gazzetta Ufficiale*, 235, 30 August, published a ministerial decree of 12 August 1977, on the regulations for exemption from excise tax on petroleum products intended to be used (without undergoing transformation) in the production of natural and synthetic rubber, plastic, artificial or synthetic resins, etc, and in refineries and factories that process petroleum products into chemical products of a different nature.

Copies of the decree, in Italian, are available.

Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Agricultural and forestry tractors. The *Gazzetta Ufficiale*, 231, 25 August, published law 572 of 8 August, on regulations fulfilling EEC directives concerning the harmonisation of the laws of the member states relating to the approval of wheeled agricultural and forestry tractors.

Copies of the law, in Italian, are available.

Inquiries: OTAR 01-248 5757 ext. 466/467/288.

CRE tel. Direct dialling
OTAR telephone 01-248 5757
Extensions to **OTAR** numbers are given at the end of each notice

New Zealand

Paper and paperboard. During an inquiry into the import of certain paper and paperboard (tariff heading 48.01), the New Zealand Minister of Customs advised the Industries Development Commission that, while the government had not accepted the 'support duties' recommended by the Tariff and Development Board, it agreed with the basic objectives those duties had been intended to realise. He requested the commission to re-examine the question of an alternative tariff mechanism which might achieve basically the same protective results without affecting New Zealand's trade policy stance to the same degree. The relevant tariff items and provisions are set out in the table.

For purposes of taking evidence the commission will hold a public hearing in the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington, commencing at 10.30 am on Tuesday, 22 November 1977.

Any person who intends to tender evidence should lodge, in typewritten form, copies of public evidence and 12 copies of confidential evidence to be presented under oath at the public hearing with Mr J. E. Cranshaw, Secretary, Industries Development Commission, PO Box 27-046, Wellington, no later than Friday, 14 October 1977. In preparing this evidence the 'Notes for Information and Guidance of Interested Parties' prepared by the Tariff and Development Board may be of assistance. Copies of these notes can be seen at the Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 401/468/469).

Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the director of the British Trade Association of New Zealand Inc, PO Box 11-363, Wellington, New Zealand (telegraphic address Transtrade, tel. Wellington 737-348) and requiring further information should approach Commercial Relations and Exports Division. The BTANZ charges a fee for its services, the amount varying acording to the work entailed and whether the trade association or firm is a member.

Inquiries: CRE 01-215 5321.

Ref: CRE 46701

Number/description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
I – Paper and paperboard, in rolls or in sheets					
48.01					
Paper and paperboard (including cellulose wadding), machine-made, in reels or sheets:					
Printing and writing paper:					
Other:					
As may be determined by the minister:					
48.01.121					
Rolls	kg	1976	40% *	40% *	Aul Free Can 30% * CPC 30% * DC 20% *
48.01.129					
Sheets of an area less than 1935 cm²	kg	1976	35% *	35% *	Aul Free Can 25% * CPC 25% * DC 15% *
48.01.131					
Other sheets	kg	1976	30% *	30% *	Aul Free Can 20% * CPC 20% * DC 15% *
48.01.139					
Other	kg	1976	5%	5%	Aul Free Can Free CPC Free DC Free
Kraft paper and paperboard:					
Linerboard and corrugating medium:					
48.01.202					
As may be approved by the minister and under such conditions as he may prescribe	kg	1976	Free †	Free †	Aul Free
48.01.208					
Other	kg	1976	40%	40%	Aul Free DC 20%
Other paper and paperboard:					
Linerboard and corrugating medium:					
Weighing less than 183 g/m²:					
48.01.412					
As may be approved by the minister and under such conditions as he may prescribe	kg	1976	Free †	Free †	Aul Free
Other:					
48.01.418					
Rolls	kg	1976	40%	40%	Aul Free Can 30% CPC 30% DC 20%
48.01.422					
Sheets of an area less than 1935 cm²	kg	1976	35%	35%	Aul Free Can 25% CPC 25% DC 15%
48.01.428					
Other sheets	kg	1976	30%	30%	Aul Free Can 20% CPC 20% DC 15%
Weighing not less than 183 g/m²:					
48.01.432					
As may be approved by the minister and under such conditions as he may prescribe	kg	1976	Free †	Free †	Aul Free
48.01.438					
Other	kg	1976	40%	40%	Aul Free DC 20%

* Or such lower rate of duty as the minister may in any case direct.
† Or such higher rate of duty as the minister may in any case decide.

Oman

Agency legislation. Guidance notes (prepared by the British embassy in Muscat) on the application of the Commercial Agency Law-royal decree 26/77, have now been received.

Copies of the royal decree and ministerial decision are available from OTAR 01-248 5757 ext. 475/420.

Import regulations. The Omani authorities have announced that with effect from 30 September all fresh fruit and vegetables originating from Cyprus, will be banned.

Inquiries: OTAR 01-248 5757 ext. 475/420.

Portugal

Import licensing. Portuguese *Diario da Republica* 199, second supplement, of 29 August published decree law 353-F/77, which introduces alterations to the import licensing system, from 1 October 1977. The main provisions are as follows:

Prior registration of imports will be required for consignments exceeding Esc 5000 in value, with a few exceptions.

Goods will not be cleared through customs without the import licence, known as 'Boletim de Registo Previo de Importacao' (BRI) issued by the Department of External Trade.

The BRI will be valid for one consignment only, and for customs clearance purposes will be valid for 90 days and not renewable.

A copy of the BRI is also required to obtain foreign exchange to pay for the goods, and for this purpose the BRI will be valid for up to one year from customs clearance.

If an order is made up of several consignments, a 'Boletim de Registo Previo Global', valid for one year, will facilitate fractional imports although BRIs will still be required.

Inquiries: OTAR 01-248 5757 ext. 458/461.

South Africa

Tariff application. Customs tariff application list 24/77, published in the South African *Government Gazette*, 30 September 1977, contains an application to the Board of Trade and Industries for increase in duty on the following:

Rack and pinion steering assemblies and parts thereof (excluding power-assisted types), classifiable under tariff subheading 87.06.05.15, including those imported with unassembled motor vehicles classifiable under tariff subheading 87.02.15, 87.02.24, and 87.02.60, and with unassembled chassis for light goods vehicles classifiable under tariff subheading 87.04.25.

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE 01-215 5274.

Customs tariff changes. The following amendments were published in the South African *Government Gazette*:

R.1759 CCCN 73.40, 87.02 and 87.04: 1 The rate of duty on hose clamps of artificial plastic material imported as original equipment with unassembled motor vehicles classifiable in subheadings 87.02.15, 87.02.22, 87.02.24, 87.02.60 and 87.02.70 and unassembled chassis classifiable in subheadings 87.04.20 and 87.04.25, is increased from 20 per cent to 40 per cent. 2 The rate of duty on hose clamps of iron or steel including those imported as original equipment with unassembled motor vehicles classifiable in subheadings 87.02.15, 87.02.22, 87.02.24, 87.02.60 and 87.02.70 and unassembled chassis classifiable in subheadings 87.04.20 and 87.04.60 is increased from 20 per cent to 30 per cent.

R.1760 CCCN 68.06: The rates of duty on natural or artificial abrasive powder or grain of tariff heading 68.06 are amended to 20 per cent.

R.1794 CCCN 83.11: The rates of duty on pedal cycle bells and parts thereof is increased from 5 per cent to 25 per cent.

R.1795 CCCN 84.45. The rate of duty on certain mechanical metal working presses is increased from free to 20 per cent.

R.1796 CCCN 98.01: 1 The specific provisions for moulded buttons of artificial plastic materials, suitable for use with men's or boys' outer garments, are deleted. These buttons are now classifiable under other subheadings at higher rates of duty. 2 Buttons which were classifiable in subheadings 98.01.40.10, 98.01.50.10 and 98.01.50.20 prior to the publication of this notice and which comply with the requirements of item 460.22 may be allowed under rebate of duty under that item.

R.1873 CCCN 70.05: The rates of duty on unworked drawn or blown glass (including flashed glass), in rectangles, are amended.

R.1875 CCCN 73.08, 73.10, 73.11, 73.12, 73.13, 73.14, 73.15 and 73.16: The rates of duty on iron or steel coils for re-rolling, certain bars, rods, angles, shapes, sections, hoop, strip, sheets, plates, wire and rails, of iron or steel, are reduced to free.

R.1881 CCCN 90.17: The rates of duty on hypodermic needles and certain disposable hypodermic syringes of artificial plastic material are amended.

Sales duty

R.1882 Item 147.00. CCCN 87.02: The effect of this amendment is that the rate of sales duty on passenger vehicles with a seating capacity of not less than 10 seats and not exceeding 20 seats with a value for sales duty purposes exceeding R3800 but not exceeding R4450 and on motor cars, station wagons and similar dual-purpose motor vehicles with a value for sales duty purposes exceeding R3800 but not exceeding R4050, is decreased from 20.5 per cent to 12.5 per cent with retrospective effect to 1 September 1977.

Industrial rebates

R.1874 Item 313.07. CCCN 70.05: The provision for a rebate of duty on plain clear drawn glass, of a thickness exceeding 2.7 mm but not exceeding 3.1 mm, for the manufacture of safety glass, is withdrawn.

R.1876 Item 312.02 – deletion of tariff heading 73.14: The provision for a rebate of duty on millinery wire for the manufacture of head gear is withdrawn, as the rate of duty thereon has been reduced to free.

R.1878 Item 305.01. CCCN 29.04 and 38.19: The provisions for a rebate of duty on: a 4-methylpentan-2-ol, for use in the floatation process; and b flocculants, for use in the extraction of uranium are withdrawn.

R.1880 Item 311.40 and 317.06. CCCN 51.04 and 87.06: 1 The provision for a rebate of duty on certain woven fabrics in item 311.40/51.04 for the manufacture of certain articles of clothing, is amended. 2 Provision is made for a rebate of the full duty on steering wheel components wholly or principally of metal (excluding spokes, outer rings and metal cores), for the manufacture of steering wheels.

General rebates

R.1877 Item 460.04 and 460.15: CCCN 24.01 – deletion of tariff headings 73.08, 73.10, 73.11, 73.12, 73.13, 73.14 and 73.16: 1 Provision is made for a rebate of the full duty on unmanufactured Burley tobacco, imported not later than 31 December 1977, in such quantities as the Secretary for Agricultural Economics and Marketing may allow by specific permit. 2 The provisions for a rebate of duty on iron or steel coils for re-rolling, bars, rods, angles, shapes, sections, hoop, strip, sheets, plates, wire and rails, of iron or steel, in such quantities and at such times as the Secretary for Industries may allow by specific permit, are withdrawn.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Thailand

Beverages. The Thai Ministry of Public Health has issued Notice 36 (1977) which came into effect on 29 August, making beverages and drinking water controlled foods, with new rules for the standards, manufacturing process and labelling of these products.

The beverages are:

1 Beverages not consisting of natural fruit juice and being packed in sealed containers.
2 Beverages consisting entirely or partially of fruit juice.
3 Concentrated beverages used for consumption only after admixture or dilution.

UK exporters can obtain copies of this notice from OTAR 01-248 5757 ext. 401/468/469.

Import of wood. The Thai Ministry of Commerce has issued notice Import of Goods (No. 84) 1977 which came into effect on 29 June and states that an import licence is now required for the import of all kinds of wood and wood conversions.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

United States

Investigation on headwear. Under the escape clause of the 1930 Tariff Act as amended, the International Trade Commission has determined that headwear is not being imported into the United States in such increased quantities as to be a substantial cause of serious injury, or the threat thereof, to the domestic industry producing articles like or directly competitive with the imported articles.

Inquiries: CRE 01-215 5629.

Restrictive trade practices/boycotts. The US Department of Commerce is proposing to amend the restrictive trade practices or boycotts part of the Export Administration Regulations to implement title II of the Export Administration Amendments of 1977 which was signed into law on 22 June 1977. In general, these proposed regulations prohibit United States persons from complying with most foreign boycott requirements, including the furnishing of boycott-related information. Comments must be received by the Department of Commerce before noon, 21 November 1977. 'United States persons' is defined very widely in these regulations and includes UK subsidiaries of US companies.

Written comments (six copies when possible) to: US Department of Commerce, PO Box 320, Benjamin Franklin Station, Washington DC 20044.

Oral communications or requests for further information to: Stanley J. Marcuss, Deputy Assistant Secretary for Domestic Commerce, tel. (202) 377 5491; or to: Kent N. Knowles, Acting Assistant General Counsel for Domestic and International Business, tel. (202) 377 5301.

Inquiries: CRE 01-215 5629.

Sodium thiosulfate. The *Federal Register*, 20 September, published a proposal by the Food and Drugs Administration to affirm sodium thiosulfate as a safe food ingredient.

Written comments (four copies) should be sent by 21 November to Food and Drug Administration, Room 4-65, 5600 Fishers Lane, Rockville, MD20857.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

Imports of speciality steels under quota. The following table, derived from statistics made available by the US Customs Service, shows the products which are subject to the United States quotas from the EEC for the 12 months 14 June 1977 to 13 June 1978 and United States' imports of the products concerned from the EEC during this period, as at 23 September 1977.

Pounds weight

Product	US import quotas for 12 months 14 June 1977 to 13 June 1978	US imports during this period as at 23 Sep 1977
Steel and strips of stainless steel (item 923.20)	32 600 000	11 262 342
Plates of stainless steel (item 923.21)	6 000 000	1 417 794
Bars of stainless steel (item 923.22)	5 200 000	1 707 215
Wire rods of stainless steel (item 923.23)	15 200 000	Quota filled
Alloy tool steel (item 923.26)	7 000 000	Quota filled

Inquiries: CRE 01-215 5629.

Cosmetic labelling. The *Federal Register*, 16 September, published a final rule by the FDA, providing for off-package declaration of ingredients for cosmetics distributed by direct mail order.

Comments (4 copies) should be sent by 17 October to Food and Drug Administration, Room 4-65, 5600 Fishers Lane, Rockville, MD 20857. Failing proper objections, the effective date will be 17 October 1977.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

Substantial product hazards. In the *Federal Register* of 16 September 1977 the Consumer Product Safety Commission (CPSC) issued proposals that would require manufacturers, importers, distributors and retailers of consumer products to notify the CPSC immediately when learning that one of their products could create a substantial product hazard. The proposed regulations would eventually replace the existing regulations.

Comments on the proposals (five copies) should be made by 31 October 1977 to the Secretary, Consumer Product Safety Commission, Washington DC 20207.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

European community news

Mandate for sugar negotiations agreed

Agriculture ministers were able to agree a mandate, subject to an Italian waiting reserve, that would enable the community to participate constructively in the international sugar negotiations, John Silkin, Minister of Agriculture, Fisheries and Food said on his return from the meeting of EEC agriculture ministers in Brussels on 26-27 September. This agreement would be welcomed by developing countries who depended very heavily on their export earnings from sugar, he said.

Mr Silkin explained that after some discussion in the foreign affairs council the week before the question of community participation in the negotiations for a new international sugar agreement had been referred to agriculture ministers.

Fruit crops

Because of the poor apple and pear crops in Europe this year the commission had agreed, at Mr Silkin's suggestion, to put forward a proposal for a reduction in or a suspension of the common customs tariff on apples and would examine whether a similar proposal would be justified for pears. This would be considered at the next council meeting on 10 to 11 October.

Ministers agreed unconditionally on the 10 per cent increase in cif prices for New Zealand butter and cheese proposed by the commission. They also agreed that the commission should examine with the New Zealand government the possibility of a further increase in cif prices linked with a reduction in New Zealand shipments, but there is no commitment as to the result of these negotiations. The increase in cif prices would have no effect on prices in the shops.

Fisheries

Ministers had taken note of a note from the government of the USSR seeking to place very severe restrictions on fishing by community fishermen in the Barents Sea. In these circumstances the council had agreed that it would not be possible to adopt the regulation allowing fishing by Russian vessels in the waters of member states from 1 October and that urgent consultations should proceed with the Soviet authorities on their intentions.

Ministers had also agreed on a division for the fish quota off northern Norway until the end of the year which provided for UK vessels to take 13 000 tonnes of cod out of the 18 500 tonnes available. 'This will provide useful opportunities for our deep-sea fleet.' Agreement was also reached on the level of fishing by Swedish vessels in the waters of member states until the end of this year, but at a lower level than that proposed by the commission.

They agreed to extend the ban on fishing for herring in the North Sea until the end of October, and a further extension will be considered by ministers on 24 to 25 October. 'I remain convinced that the ban will have to be continued in accordance with international scientific advice,' Mr Silkin concluded.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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New regulations for insurance companies published

New regulations which bring into effect EEC requirements on the classification of risks by UK insurance companies and on their margins of solvency[1] were published on 29 September.

The requirements are contained in the EEC's non-life insurance establishment directive most of which came into operation on 1 February 1976 and which made the first big step towards a European common market in insurance.

The Department of Trade has been giving effect to most of the directive's requirements by using powers contained in the Insurance Companies Act 1974.

The directive requires the new solvency rules to be introduced by July 1978. The classification rules, to be brought into effect on 1 January 1978, pave the way for this. Both sets of regulations have been prepared in consultation with the industry.

The insurance companies (classes of general business) regulations replace the present six UK classes of general insurance business by the 17 classes set out in the directive. Once the regulations come into effect all new authorisations will be made in terms of the 17 classes, and there are transitional provisions to transfer current authorisations to the corresponding new classes.

Companies will continue to make their statutory returns to the Department of Trade according to the existing classification until further new regulations, governing the form and content of the returns and currently under discussion with the industry, are introduced.

The existing solvency requirements under the act will, for all insurance companies which are covered by the directive and which carry on general business, be replaced by the insurance companies (solvency: general business) regulations from 31 July 1978.

Broadly, these regulations require a British company to maintain a margin of solvency based on the higher of two sums calculated by reference either to its premium income or to its record of claims.

Different considerations apply to branches of companies whose head offices are in community states other than the UK and which are supervised in accordance with the directive, but which carry on insurance business in the UK. Under the terms of the directive, the head office supervisor is responsible for satisfying himself that the company maintains a world-wide margin of solvency calculated as specified by the directive, and the company's UK branch will not be required to maintain any separate margin of solvency. But it will remain the responsibility of the Secretary of State for Trade to see that UK branch accounts show assets sufficient to back the liabilities which the branch incurs.

Under the regulations, UK branches of non-community companies will have to maintain a margin of solvency on their UK business, part of which will have to be in the form of a deposit. This obligation will be additional to the existing requirement under the act that such companies should maintain a margin of solvency on their entire world-wide business.

The directive permits member states to exempt small companies from certain of its solvency requirements and to allow other companies a period of grace before meeting the full requirements. The new regulations provide the department with powers to grant such concessions under the 1974 act. Excluded

[1] Copies of the Insurance Companies (Solvency: General Business) Regulations (SI 1977 no. 1553/77) are available from HMSO price 25p net. Copies of the Insurance Companies (Classes of General Business) Regulations 1977 (SI 1977 no. 1552/77) are also available from HMSO price 25p net.

from the scope of the directive are companies which carry on reinsurance only, and this is reflected in the regulations. The department intends to consider applying these new solvency requirements to pure reinsurers when an opportunity for new primary legislation occurs.

Frank Judd discusses EEC external policies

Dialogue between the community and the Council for Mutual Economic Assistance, CMEA is continuing. The agreement of the USSR, Poland and the GDR to negotiate with the community as such over fisheries is encouraging, Minister of State at the Foreign and Commonwealth Office, Frank Judd said on 24 September.

Speaking of the community's external policies to the Lions International Europe Forum the minister went on to say that the community had established a workmanlike relationship with the new United States administration. It had continued its efforts to improve its relations with Japan and in the North/South dialogue the community had continued firmly on its non-confrontational path.

Turning to the subject of enlargement, Mr Judd said that this was an investment in the future of democracy in Europe. The view of the British government was clear. 'We favour a community of 12'. If the community could make a success of enlargement, he believed that this would represent a regeneration of the ideals which inspired its original founders.

Enlargement, in the short term, would increase the range of disparity in economic performance and would thus widen the gap that must be closed if economic convergence was to become a reality. Obstacles there certainly were but they must be seen as obstacles to be overcome: they must not be allowed to become an excuse for failure to fulfil the clear cut political objective of enlargement.

The area where it had perhaps been most difficult to show co-operation was in the UK's interest in the common agricultural policy. The UK thought that the CAP needed to be restructured in such a way as to discourage expensive surpluses while sustaining an adequate return to efficient farmers. This aim seemed to Britain self-evident; as did the need to recognise the hitherto under-rated importance of consumers as well as producers. Many of the UK's ideas were shared by the commission and others.

EEC information

New guide published

The EEC Information Unit has published a new edition of *EEC – Your Questions Answered*. It contains much new material and will help all those needing to know how EEC policies and legislation can affect day-to-day business activities and forward planning.

Free copies are available from:
EEC Information Unit
Department of Industry
1 Victoria Street
London SW1H 0ET
tel. 01-215 5377 or 3579

Leyland mirrors comply with EEC directive

One of the rear view mirrors on British Leyland cars which comply with the EEC directive specifying requirements for construction of such mirrors and their field of vision when installed. The directive is one of the technical requirements specified in new UK national type approval regulations for passenger cars which come into force for vehicles manufactured after 1 October 1977 and are first used after 1 April 1978. For a checklist of progress on this and similar directives under the EEC programme of eliminating technical barriers to trade see our quarterly checklist in *Trade and Industry* next week.

Applying for a European patent

Two two-day conferences are being organised by the European Study Conferences Ltd. One is on 10 and 11 November at the Sheraton Hotel, Munich, the second is on 7 and 8 December at the Portman Hotel, London.

The two-day conferences are designed for those engaged in dealing with the filing and obtaining of patents in those countries of Europe which have subscribed to the European patent convention.

The conferences will be in English and speakers will include Lord Lloyd of Kilgerran, president, Institute of Patentees and Inventors and member, House of Lords Select Committee examining EEC regulations; Cyril G. Wickham, chairman, Industrial Property Panel, CBI London; Dr R. Singer, president of Board of Appeal, European Patent Office, Munich; Knud Host-Madsen, patent agent, senior partner, Lehmann and Ree, Copenhagen; George van der Beek, patent agent, The Hague; Jacob Dekker, vice-president, Dutch Patent Office; John Ellis, chartered patent agent and solicitor, London; and Norman Wallace, superintending examiner, British Patent Office, who from 1 November becomes vice-president directorate general II – Examination and Opposition, European Patent Office, Munich.

John Silkin visits Denmark

Minister of Agriculture, Fisheries and Food, John Silkin was in Copenhagen from 30 September to 1 October for talks with the Danish Minister of Fisheries Mr Jakobsen and the Danish Minister of Agriculture Mr Dalsager.

Before leaving London Mr Silkin said that the future of fisheries in EEC waters was of vital interest to both Britain and to Denmark. Each country had a substantial fishing fleet upon which many people depended for their livelihood. He was anxious that there should be a good and constructive discussion about Britain and Denmark's respective interests before the special meeting of the Council of Ministers in Luxembourg on 24 to 25 October at which ministers would be examining the whole question of the common fisheries policy.

New legislation

Common agricultural policy

The texts of the following regulations and decision which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

Cereals and rice. Regulation (EEC) 2063/77 on the system of advance fixing of accession compensatory amounts for certain cereal and rice products. (*Official Journal* L241, 20 September 1977).

Milk and milk products. Regulation (EEC) L2077/77 amending regulation (EEC) 2054/76 on the sale for export to third countries of skimmed-milk powder held by intervention agencies and intended for use as feed. (*Official Journal* L243, 22 September 1977).

Seeds. Decision 77/596/EEC authorising the French Republic to permit temporarily the marketing of seed not complying with the requirements of council directive 66/401/EEC (*Official Journal* L243, 22 September 1977).

Commercial policy

Textile imports. The *Official Journal of the European Communities* L243, 22 September 1977, contains the text of regulation (EEC) 2071/77 maintaining in force, with certain amendments, the arrangements for the authorisation of imports into certain member states of woven fabrics of cotton and of garments originating in certain third countries.

Further information; Department of Industry, Chemicals and Textiles Division, Millbank Tower, Millbank, London SW1P 4QU, tel. 01-211 4124.

Customs regulation

Rules of origin. *The Official Journal of the European Communities* L242, 21 September 1977, contains the text of regulation (EEC) 2067/77 concerning the determination of the origin of slide fasteners.

Further information: Department of Trade, General Division, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, tel. 01-215 5750.

EEC rules of competition

The *Official Journal of the European Communities* L242 of 21 September 1977 contains the text of a commission decision dated 8 September 1977 relating to a proceeding under article 85 of the treaty of Rome.

77/592/EEC Vereeniging van Nederlandsche Papierfabrikanten (VNP)/Association des Fabricants de Pâtes, Papiers et Cartons de Belgique (Cobelpa) (reference DGIV 312-366). The decision relates to notifications made to the commission in October 1962 by VNP and Cobelpa pursuant to article 5 of regulation 17, concerning the exchange of statistical and price information and mutual observance of conditions of business by Dutch and Belgian printing paper and stationery manufacturers.

The commission has ruled that these concerted practices, which have since been discontinued, restricted and distorted competition within the common market and constituted infringements of article 85(1) of the treaty. The applications made by VNP and Cobelpa for exemption under article 85(3) of the treaty have been rejected by the commission.

Further information: Department of Prices and Consumer Protection, Fair Trading Division, 1 Victoria Street, London SW1 0ET tel. 01-215 5092.

Applications for aid under the Feoga marketing and processing regulation

Applications may now be made for aid from the European agricultural guidance and guarantee fund (Feoga) under EEC regulation 355/77 on the marketing and processing of agricultural products. This regulation provides for Feoga aid to be paid towards the cost of investment projects intended to develop or improve the processing or marketing of agricultural products. It is a condition of eligibility that an investment must bring real and lasting economic benefit to agricultural producers; in this context agriculture includes fisheries.

Projects will normally have to form part of a sectoral or regional programme for improving the processing or marketing of one or more agricultural products. However, projects outside programmes can be assisted individually for the first three years of the regulation's life but priority will be given after the first year to projects which form part of programmes and the maximum rate of grant will be reduced for non-programme projects in the third year. Programmes will be drawn up after consultation with interested sectors of industry and submitted to the commission by the agricultural departments.

The main conditions of eligibility for aid under regulation 355/77 are as follows:

Aid is available only for physical investment (eg for buildings and/or equipment). Investment that is eligible for Feoga assistance under any other community-wide measure will not be eligible for aid under this regulation.

Provision of aid from Feoga will be conditional upon the member state contributing a grant of at least 5 per cent of the capital costs; the maximum rate of Feoga aid under the regulation will be 25 per cent (exceptionally, in certain areas, 30 per cent) which may be available to projects that have attracted national aid of 8 per cent or more. The Feoga contribution is expected to be limited to 2½ times the national contribution where the national grant is less than 8 per cent. In all cases the beneficiary must provide at least 50 per cent of the total capital costs.

The member state's contribution may take the form of assistance under existing agricultural or more general legislation. In the latter category are grants introduced from time to time by the Department of Industry including, for example, the assistance given by that department for development and intermediate areas. In addition, it is intended that national grants will be available for projects which are selected for Feoga aid but which do not qualify for any other national grant. Subject to Parliamentary approval regulations covering such projects will be introduced in time for applicants for the first tranche of commission decisions to take advantage of it.

Applications will not be submitted to the commission unless accompanied by confirmation of availability of national grant. The commission will acknowledge receipt of application and work above ground must not start nor machinery be installed until that acknowledgement is received.

The closing date for receipt of the first round of applications by the agricultural departments will be 31 October 1977 in respect of applications to be submitted to Brussels by 31 December 1977; the commission will announce its decisions by 30 June 1978. Applications for decision by 31 December 1978 must reach the commission by 30 April 1978 and should be sent to the agricultural departments by 28 February 1978.

Applicants who will need to rely on the new UK scheme (described in the paragraph on member state's contribution above) to provide qualifying grants and who wish to submit an application for the first round of decisions should ensure that their completed Feoga application forms reach agricultural departments by 31 October 1977. These applications will be held until the new scheme is in operation so that the qualifying UK grant may be approved in principle. The Feoga application will then be forwarded to Brussels. It should be noted that the start of work rules still apply to these projects and work above ground must not start nor machinery be installed until the commission acknowledges receipt of application.

Feoga aid under this regulation is limited and if in the commission's view a project does not command a sufficiently high priority, it will not receive Feoga assistance even though it otherwise satisfies the criteria laid down in the regulation.

Regulation 355/77 was published in volume 20 L51 of the *Official Journal of the European Communities* on 23 February 1977. The regulation has an initial life of five years as from 1 January 1978 and is estimated to cost the community 80 million units of account per annum.

Those wishing to apply or seeking further information should get in touch with the Ministry of Agriculture, Fisheries and Food, Marketing Policy Division, Great Westminster House, Horseferry Road, London SW1P 2AE tel. 01-216 7275 or 01-216 6791 and completed application forms should be sent to the Ministry of Agriculture, Fisheries and Food, Agricultural Resources Policy Division (Branch A) 49-53 Parliament Street, London, SW1A 2NH tel. 01-233 5899/3995.

Applicants in Wales should contact the Ministry of Agriculture, Fisheries and Food, Welsh Department, Plas Crug, Aberystwyth, Dyfed, SY23 1NG tel. 0970 3162 ext. 271. Applicants in Scotland and Northern Ireland should approach the appropriate agricultural department in Edinburgh or Belfast.

Business opportunities under the European development fund

Procurement procedures of the fourth European development fund (EDF IV) were outlined at a conference in London on 23 September by André Auclert of the European Commission.

Up to December 1975 under the three previous European development funds, some 1300 international calls for tender were issued and at that date the total value of technical co-operation, works and supply contracts already awarded, carried out or in the course of execution was 1453 million European units of account (EUA [1]).

The volume of these operations is bound to increase considerably in future because credits provided for EDF IV are about treble those of EDF III. Current yearly expenditure amounts to 200 million EUA. Because procurement procedures are broadly similar to those of the World Bank co-financing frequently takes place which gives member states access to far larger projects than the EDF alone could consider financing.

Principal objectives of the fund are to obtain goods and services at the lowest and most economically attractive price, thereby serving both the needs of the beneficiary country and the interests of the contributing countries (whose taxpayers are anxious for assurances that their money is being well spent); to transfer the technological richness of Europe to the less developed countries associated with the EEC, thereby equipping them to control their future development; to ensure equality of competition between all firms from the different member countries seeking to exploit the considerable business opportunities generated by these funds.

Regulations and general conditions

Past experience has shown that the diversity of regulations in associated countries is extremely confusing for bidding participants. The commission has, therefore, sought uniformity of the general conditions and contractual requirements and has established standard procedures for the preparation and award of contracts, as well as for the subsequent execution of and payment for contracts. This is intended to encourage wider interest in competition in countries where past experience has previously been the greatest factor in deciding the award of tenders; this increased interest is enhanced by the availability of the general conditions of these tenders in all six official languages of the community.

Preparation of tender dossiers

In order that all prospective bidders should be in possession of the same basic details (thereby equalising competition) a comprehensive dossier is prepared by the tendering authority. The intention is that the dossier is complete and neutral; that it should include all pertinent technical, administrative and financial details and in every case be approved by the commission.

Publication of tenders

The notices of invitation to tender should be published simultaneously in the *Official Journal of the European Communities*, and in the official gazette of the state, country or territory concerned. Publication in the *Official Journal* is made in the six official languages of the community. In addition to this notice procedure, a dossier consultation system has been devised by the commission. Dossiers are available for examination locally, in Brussels, and in the EEC information offices which are generally situated in the capitals of the member states.

These documents are also held by the projects sub-section at Export House.

Selection of contractor

Close cooperation has been built up over the years between the staff of the commission and the appropriate authorities in the countries receiving EDF aid, for the purpose of ensuring that contract awards conform to the principles of equality of terms and conditions. The measures taken for this purpose are: in a high proportion of the developing states associated with the European community, public opening of tenders at a meeting attended by a delegate of the commission is the rule for all categories of invitations to tender; all tenders are compared in order that the most advantageous selection may be made taking into account the cost, the qualifications of and the guarantees offered by the tenderers, the nature and conditions of execution of the works and their technical merit.

Following the tender board's selection, the commission endorses the decision and the name of the successful bidder is published in the *Official Journal* in order that all interested parties (sub-contractors etc) are informed simultaneously.

Competition in developing countries

The participation of local firms can produce an enhanced economic benefit. It is therefore the fund's policy to encourage this and three preferential measures have been introduced by the commission:

Firstly, contracts (when possible) are split into small lots which would not be of such great interest to international firms.

Secondly, local preference margins of 15 per cent on all supply contracts and 10 per cent on works costing less than two million EUA are also allowed.

Thirdly, as well as preference margins, goods and services contracts under two million EUA may also be procured under an accelerated procedure which allows a shorter period of time for bids than is usual. It should be noted, however, that international firms are never precluded from bidding and all opportunities including accelerated procedure tenders are published in the *Official Journal* in the normal way.

Unlike public works and supply contracts, there is a limit on the total value that can be won by consultants from any member state (this limit is based on the contribution of the member state and in the UK's case amounts to 18.7 per cent of all consultancy contracts). The only exception to this is that if a highly specialised study is required, which only one or two firms are capable of undertaking, the procedures for placing a contract are regarded as separate from other procurement and do not count as part of other (total) consultancy procurement.

The short list for a contract is compiled by the commission from its registration records: the aim is to provide a balanced list which should contain firms of equal standing from more than one member state. This list is presented to the executing authority in the country receiving the aid which makes the final selection. In this connection it is necessary for consultants to register with Directorate-General VIII of the commission; registration questionnaires should be reviewed regularly and amended as soon as any firm changes or adds to its disciplines. Out of a total of 1,768 consultancy firms registered with DGVIII, 246 are UK based.

UK performance: The performance of UK firms so far was detailed by Michael Lake of the commission, who indicated that the UK had won 8 per cent of the study contracts, 21 per cent of the technical cooperation contracts, and the only supervision of works contract so far placed; the UK had not yet won a supply contract and figures for works are not yet available. A full breakdown of the UK procurement performance will be published in the 'C' series of the *Official Journal* in April of next year.

All firms interested in EDF contracts should get in touch with the projects subsection, Department of Trade, Export House, 50 Ludgate Hill, EC4M 7HU, tel. 01-248 5757 ext. 7181.

[1] Under previous EDFs, the unit of account was linked with gold and initially equivalent to the US dollar. The commission, however, anxious to safeguard the Lomé system against the impact of currency troubles which had occurred since 1971, accordingly proposed a new mechanism which the council formally adopted on 21 April 1975. The unit of account is now defined as a 'basket': the sum of a weighted amount of the currencies of the nine member countries. The daily value of the unit of account in the different national currencies is calculated by the commission each working day, and published in the *Official Journal of the European Communities*.

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers	Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1976	1970	£ million	£ million			£ million				£ million		
						18,041	10,528	1,830	1,929			
1970	100.0	31,696	9,453	2,130	1,799	444	325	68	−16	695	−25	720
1971	101.8	32,675	9,682	1,991	1,930	92	−148	52	18	1,058	280	778
1972	104.2	34,542	9,797	1,738	2,071	34	−145	48	15	105	−702	807
1973	110.4	36,062	10,253	1,753	2,414	1,321	597	102	379	−922	−2,353	1,431
1974	109.5	35,361	10,287	2,028	2,414	596	634	81	−109	−3,565	−5,194	1,629
1975	107.8	35,257	10,062	1,744	2,034	−743	−429	−111	−65	−1,701	−3,203	1,502
1976	110.1	35,405	9,724	1,659	1,974	66	5	23	9	−1,405	−3,571	2,166
1975 1st qtr.	109.3	8,989	2,555	472	516	−170	−31	−23	−44	−565	−944	379
2nd qtr.	108.0	8,880	2,484	446	513	−213	−74	−51	−61	−333	−657	324
3rd qtr.	106.6	8,739	2,562	420	512	−213	−209	−26	16	−620	−974	354
4th qtr.	107.3	8,649	2,461	407	494	−147	−115	12	24	−183	−628	445
1976 1st qtr.	110.1	8,829	2,489	405	471	44	0	26	33	−90	−538	448
2nd qtr.	109.6	8,797	2,425	407	489	−57	−66	−20	−45	−390	−907	517
3rd qtr.	109.8	8,880	2,435	421	506	−1	−2	14	16	−511	−1,144	633
4th qtr.	110.8	8,899	2,375	426	508	80	73	3	5	−414	−982	568
1977 1st qtr.	109.2	8,773	2,242	419	507		125	51	102	−461	−962	501
2nd qtr.	110.2 p	8,655p	2,235 p	428	510		151	30	−5	−204	−696	492
% change last 2 qtrs. on prev. 2 qtrs.	−0.5	−2.0	−6.9	—	+0.3							
on a year earlier	−0.1	−1.1	−8.9	+4.3	+5.9							

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)			Visible trade (Volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices		Wholesale prices: all manufacturing industry		Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Export	Import
				monthly averages		% increase on a year earlier	basic materials and fuel used	manufactured products: home sales		mid-month count	% of total employees	mid-month count	On a balance of payments basis	
	at 1970 prices		at 1971 prices		(not seasonally adjusted)				(old series)				at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	Jan. 1970	thousands		thousands	1970 7,907	1970 7,932
1971	100.3	99.4	100.0	108.5	153.4†	9.4	104.6	109.0	119.4	775.8	3.4	130.9	106.7	104.2
1972	102.5	102.0	105.8	138.6	164.3†	7.1	109.2	114.8	134.8	854.9	3.7	147.3	107.1	116.7
1973	110.0	110.6	110.7	137.1	179.4†	9.2	144.5	123.2	152.6	611.0	2.6	307.0	122.2	133.8
1974	106.9	108.9	109.9	102.8	108.5	16.0	215.3	152.0	179.6	599.7ø	2.6ø	302.7ø	132.0	136.4
1975	101.7	102.4	107.9	97.2	134.8	24.2	235.4	188.7	227.6	929.0	3.9	150.0ø	126.1	126.5
1976	102.2	103.4	108.1	104.7	157.1	16.5	299.0	219.6	263.3	1,269.8ø	5.4ø	120.4ø	136.6	134.3
1976 1st qtr.	101.4	101.6	107.3	103	149.4	22.5	266.5	206.9	250.9	1,220.3	5.2	116.7	132.2	126.2
2nd qtr.	102.5	103.6	107.6	106	154.9	16.0	292.6	214.4	258.6	1,252.1	5.3	119.4	137.8	134.7
3rd qtr.	101.8	103.8	108.9	97	158.5	13.7	306.8	223.2	265.5	1,305.5	5.5	123.6	134.9	138.0
4th qtr.	103.1	104.7	108.5	113	165.8	15.0	329.9	233.9	272.8	1,316.8ø	5.6ø	..	141.5	138.2
1977 1st qtr.	103.6	105.6	105.0	104	174.1	16.5	341.5	248.0	280.2	1,330.2	5.6	..	141.2	142.3
2nd qtr.	102.0	102.9	103.9	102	181.9	17.4	347.8	259.2	285.3	1,330.4	5.6	159.2	149.3	143.9
1976 July	101.8	104.0	108.8	91	156.3	12.9	302.0	219.8	263.1	1,288.9	5.5	118.6	131.1	139.5
Aug.	101.2	103.1	108.9	115	158.5	13.8	304.0	223.4	267.2	1,308.8	5.6	126.2	135.6	133.8
Sept.	102.3	104.3	108.9	86	160.6	14.3	314.4	226.3	266.1	1,318.7	5.6	125.9	138.0	140.5
Oct.	102.7	104.8	108.1	109	163.5	14.7	327.7	230.0	269.0	1,307.9	5.5	124.5	141.6	140.7
Nov.	103.3	104.9	109.2	119	165.8	15.0	331.8	234.6	272.2	..	..	..	138.8	140.2
Dec.	103.4	104.4	108.3	111	168.0	15.1	330.2	237.2	277.1	1,325.7 e	5.6 e	..	144.1	133.7
1977 Jan.	103.7	105.5	106.7	93	172.4	16.6	337.8	244.9	278.1	1,338.2	5.7	..	141.5	153.8
Feb.	103.4	105.6	105.7	118	174.1	16.2	339.5	248.2	278.7	1,331.4	5.6	150.5	138.8	133.8
Mar.	103.6	105.8	103.1	102	175.8	16.7	347.2	250.8	283.8	1,321.1	5.6	157.3	143.3	139.4
Apr.	102.5	103.7	103.4	108	180.3	17.5	349.7	255.4	283.1	1,322.6	5.6	158.5	149.9	138.7
May	103.6	105.1	104.4	108	181.7	17.1	348.3	259.8	286.2	1,315.9	5.6	161.2	145.4	142.4
June	100.0	100.0	103.8	90	183.6	17.7	345.2	262.4	286.2	1,352.9	5.7	157.8	152.5	150.7
July	101.8 p	102.8 p	107.0	109	183.8	17.6	344.9 p	265.7 p	286.3 p	1,402.2	5.9	152.7	153.3	149.0
Aug.			107.2	124	184.7	16.5	340.0 p	268.0 p		1,413.8	6.0	154.1	150.2 p	131.2 p
Sept.										1,446.4 p	6.1	144.7 p		
% change latest 3 months on prev. 3 months	−1.3	−2.3	+2.1	+1.6	+2.7		−1.4	+3.9	+1.5	+6.8			+4	+2½
on a year earlier	−0.6	−1.2	−2.3	+8.8	+17.3		+13.7	+20.6	+9.5	+8.8			+12	+5

p Provisional pe Preliminary estimate † Base of index Jan. 1962 = 100 .. Not available ø Average of available months

Inquiries: 01-215 3453

Economic indicators of the industrial countries

The tables have been prepared for the convenience of users who do not have access to the sources themselves. International publications (as indicated) have been used, supplemented, where available, by later reports, denoted – e. The form of presentation adopted – indicators by subject – is for convenience only, and it must not be assumed that the indicators in the same table for different countries are strictly comparable. An attempt has been made to indicate major differences of definition, but the coverage and methods of collection vary considerably; this is partly due to different administrative procedures in various countries. Fuller details may be obtained from the sources indicated, and from the national publications of the countries concerned. Exchange rates are those used in the basic data sources. The group of industrial countries is taken as comprising the members of the Organisation for Economic Co-operation and Development (OECD) ie: western Europe, north America, Japan, Australia and New Zealand. Consumer prices apart, New Zealand is excluded from OECD totals in that insufficient information is available.

The five tables in this article are published monthly. A full set of tables with commentary appears quarterly (see 2 September 1977).

Inquiries: 01-215 3442.

Table 1 **Industrial production** (excluding construction) seasonally adjusted

Indices 1970 = 100

	Belgium	Luxembourg	France	F.R. of Germany[2]	Ireland	Italy	Netherlands	United Kingdom r	EEC[1]	Canada r	United States	Japan	OECD
Weights in total	1.3	0.1	7.1	12.5	0.2	4.5	1.5	6.3	33.5	3.5	43.2	11.6	
1971	103	98.7	104	101.8	105	99.9	106	99.9	102	105.6	102.0	102.3	101
1972	109	102.8	112	105.7	109	104.4	111	102.1	106	113.0	111.0	110.2	108
1973	116	115.1	119	112.9	119	114.5	119	110.5	115	122.4	120.4	127.4	119
1974	120	119.1	122	111.3	123	119.0	123	108.5	115	126.9	119.9	123.5	119
1975	108	93.0	114	105.0	115	108.5	117	103.3	108	121.3	109.3	110.4	109
1976	119	98.8	124	112.7	127	121.1	125	104.5	115	127.4	120.4	125.1	119
1975 1st quarter	111	101.4	113	104	115	110.2	118	107.8	108	121.3	105.0	106.5	108
2nd	107	92.5	113	103	114	107.0	115	102.3	106	120.7	106.0	109.8	108
3rd	105	82.6	112	104	115	105.9	113	111.1	106	120.8	111.8	112.2	111
4th	110	94.4	117	108	117	110.8	121	102.3	110	122.4	114.4	112.9	114
1976 1st quarter	115	97.5	122	111	123	116.6	121	102.9	113	125.7	117.8	119.5	117
2nd	121	104.1	123	113	125	120.7	123	104.7	115	128.0	120.0	115.0	119
3rd	118	95.9	125	113	129	122.7	126	104.5	116	127.5	121.5	127.0	121
4th	122	98.1	125	115	131	127.9	127	106.0	118	128.4	122.2	129.3	122
1977 1st quarter	122	100.1	128	117	133	130.6	125	107.5	120	131.1	123.8	130.1	124
2nd	121	103.9	126	116		121.4	126	105.5	117	131.5	127.4	131.1	125
1976 January	112	96.4	120	110		112.0	120	101.9	111	124.6	116.6	116.5	115
February	114	98.4	120	112		118.8	120	103.4	114	125.8	118.1	119.0	117
March	117	97.7	122	112		119.0	122	103.5	114	126.6	118.8	122.7	118
April	120	100.9	122	112		118.6	124	104.3	115	127.5	119.1	125.9	119
May	119	108.6	122	112		124.1	121	106.3	115	129.3	120.2	123.4	120
June	121	102.9	123	114		119.5	124	103.6	115	127.2	120.7	125.7	120
July	114	93.5	124	111		122.7	124	104.5	115	126.7	121.2	127.3	120
August	121	86.3	124	113		118.9	125	103.8	115	128.2	121.8	126.7	120
September	121	107.9	129	115		126.4	129	105.1	119	127.5	121.3	127.1	122
October	122	104.9	123	115		122.8	126	105.4	117	127.2	121.0	127.3	121
November	119	95.6	129	115		128.2	125	106.2	119	128.6	122.3	130.4	123
December	121	93.7	125	116		131.7	129	106.3	119	129.4	123.5	130.3	123
1977 January	123	102.5	129	118		130.1	128	107.7	121	131.6	122.5	130.7	124
February	120	95.2	128	116		130.7	124	107.3	119	130.8	123.6	128.4	123
March	123	102.5	129	118		131.0	125	107.5	120	131.0	125.4	131.2	125
April	119	99.4	126	116		122.5	128	106.1	118	130.7	126.3	132.3	124
May	123	106.6	124	114		125.7	125	107.4	117	131.8	127.6	129.6	124
June	122	105.6	128	116		115.9	124	103.1	117e	122.2	128.3	131.4	125e
July				116			123	104.9 p			128.9	129.8	
August											128.3		
% change latest three months													
On previous three months	−0.5	3.8	−2.1	−1.1	1.5	−7.1	−1.3	−1.7	−1.2	−2.2	1.6	−0.3	0.3
On a year earlier	1.1	−0.3	3.0	2.7	8.1	0.5	0.8	0.3	2.0	0.2	6.5	3.8	3.9

[1] Excluding Denmark. [2] Due to changes in the method of calculation, the quarterly and monthly figures for F.R. Germany have been substantially revised. r revised.
Source: United Kingdom: Department of Trade; all others 'OECD MEI'.

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Notes to table 3 (next page)

Unemployment data are defined and collected on different bases in different countries. The following notes indicate main variations preventing direct international comparison:

[1] Registered unemployed (excluding school leavers); rate per cent of total employees.
[2] Insured unemployed: rate per cent of total insured population.
[3] Labour force sample survey: rate per cent of total labour force.
[4] Unemployment-insurance beneficiaries: rate per cent of total numbers insured.
[5] Estimated in the absence of one month's figures.
[6] Averaged over component months. Rates per cent relate to the last period for which unemployment figures are given.
[7] Some seasonally adjusted data have been estimated from unadjusted material.
[8] UK per cent changes are calculated with a non-rounded series.
Source: 'OECD Main Economic Indicators' and *Department of Employment Gazette*.
[9] From 1977, new method of calculating unemployment which is not consistent with the other figures.

Table 3 Unemployment seasonally adjusted [7]

Numbers thousands

	Belgium[2]	Denmark[3]	France[1]	F.R. of Germany[1]	Ireland[2]	Italy[3 3]	Nether-lands[1]	United Kingdom[1 3]	Canada[2]	United States[3]	Japan[3]
1970	71	24	262	148	42	616	46	602	495	4 089	593
1971	71	30	337	185	42	613	62	776	552	4 993	639
1972	87	30	380	246	48	696	108	885	562	4 840	730
1973	92	20	394	274	44	669	110	611	520	4 305	670
1974	105	45	498	583	48	560	135	600[5]	525	5 076	740
1975	177	103	840	1 074	75	654	195	929	697	7 830	1 000
1976	229	107	933	1 060	84	732	211	1 269[5]	736	7 288	1 080
1975 1st quarter	142	99	708	1 000	68	603	174	738	664	7 476	910
2nd	170	103	829	1 070	74	667	191	847	698	8 087	962
3rd	190	101	915	1 123	78	648	205	1 000	716	7 997	1 025
4th	209	109	916	1 142	80	699	210	1 132	721	7 912	1 124
1976 1st quarter	210	109	907	1 139	82	681	208	1 223	705	7 151	1 067
2nd	229	106	950	1 033	84	693	208	1 246	730	7 014	1 100
3rd	240	104	951	1 035	85	776	221	1 308	752	7 439	1 102
4th	237	115	932	1 014	83	777	206	n.a.	764	7 578	1 051
1977 1st quarter	243	127	973	1 022	82	1 459	194	1 330	822	7 068	1 027
2nd	263 e	143	1 095	1 017		1 432 e	198	1 331	853	6 816	1 111
3rd								1 421			
1976 April	221	101	929	1 071	84		204	1 234	749	7 040	1 080
May	228	99	953	1 013	85		207	1 250	719	6 860	1 108
June	238	99	967	1 016	83		213	1 257	723	7 143	1 112
July	236	105	950	1 036	85		217	1 294	761	7 428	1 117
August	244	103	962	1 091	86		225	1 309	745	7 506	1 120
September	237	105	941	1 028	84		220	1 319	750	7 384	1 068
October	230	113	935	1 022	83		214	1 305	769	7 564	1 093
November	244	111	931	1 009	83		207	n.a.	752	7 651	1 102
December	238	122	930	1 011	83		199	1 326	772	7 519	967
1977 January	239	125	945	1 053	81		196	1 338	780	6 958	997
February	239	132	972	1 020	81		193	1 331	829	7 183	1 030
March	250	125	1 003	992	83		192	1 321	856	7 064	1 053
April	254	132	1 039	1 015	83		192	1 323	870	6 737	1 006
May	264	146	1 097	1 008	84 e		197	1 316	841	6 750	1 130
June	273	150	1 151	1 028			206	1 353	847	6 962	1 187
July	275	145 e	1 180	1 066			212 e	1 402	859	6 744	1 185 e
August	280 e		1 216	1 066				1 414	879	6 926	
September								1 446			
Rate % in latest month	10.5	6.9	6.7	4.7 e	12.3 e	6.6	5.5 e	6.1	8.2	7.1	2.2 e
% change latest three months											
On previous three months	7.8	13.4	13.0	4.8	2.0	−1.9	6.4	6.8	0.7	0.4	13.4
On a year earlier	15.0	45.5	23.2	0.5	−0.4		−3.6	8.7	16.0	−6.6	4.9

See notes to table 3 on previous page.

Table 5 Consumer prices All goods and services

Indices 1970 = 100

	Belgium	Luxem-bourg	Denmark	France	F.R. of Germany	Ireland	Italy	Nether-lands	United Kingdom	EEC	Canada	United States	Japan	OECD
1971	104.3	104.7	106	105.3	105.3	108.9	104.8	107.5	109.4	106	102.9	104.3	106.1	105
1972	110.0	110.1	113	111.7	111.1	118.4	110.8	115.9	117.2	113	107.8	107.7	110.9	110
1973	117.7	116.8	123	119.9	118.8	131.8	122.4	125.2	128.0	122	116.0	114.4	124.5	119
1974	132.6	128.0	142	136.3	127.1	154.2	146.2	137.3	148.4	138	128.6	127.0	154.2	134
1975	149.6	141.7	156	152.2	134.7	186.4	171.3	151.3	184.4	157	142.5	138.6	172.4	150
1976	163.2	155.6	170	166.8	140.8	219.9	199.6	164.6	214.9	175	153.2	146.6	188.4	163
1975 1st quarter	143.9	136.3	152	147.0	132.0	177.7	164.9	145.8	166.9	150	137.1	135.0	166.4	144
2nd	147.7	140.1	156	150.6	134.5	188.5	169.3	149.9	182.7	156	140.1	137.1	172.1	148
3rd	151.1	143.1	158	153.9	135.5	187.1	172.9	152.9	190.8	160	144.9	140.1	173.6	151
4th	155.5	147.3	157	157.3	136.7	192.2	178.1	156.3	197.3	163	147.9	142.3	177.7	155
1976 1st quarter	158.7	151.1	162	161.1	139.0	206.3	184.8	159.0	204.4	168	149.8	143.7	181.4	158
2nd	161.8	154.5	168	164.8	141.1	219.1	196.5	164.3	211.9	173	152.1	145.5	187.7	161
3rd	164.9	156.9	171	168.6	141.2	222.4	201.7	165.4	216.8	176	154.3	147.8	189.8	164
4th	187.6	159.7	178	172.9	141.9	231.8	215.5	169.6	226.8	182	156.6	149.4	194.5	168
1977 1st quarter	170.9	163.4	180	175.6	144.6	240.6	225.2	170.8	238.2	188	159.9	152.1	198.8	172
2nd	173.7	165.9	185	181.0	146.5	249.7	233.8	175.8	248.8	194	163.7	155.3	204.2	176
1976 January	158.0	150.5	159	159.9	138.2		181.1	157.5	202.3	166	149.3	143.3	180.4	157
February	158.5	151.3	160	161.0	139.2	206.3	185.1	159.0	204.9	168	149.8	143.7	181.6	158
March	159.5	151.6	167	162.4	139.7		188.8	160.5	206.0	170	150.4	144.0	182.3	159
April	161.0	153.8	167	163.8	140.6		193.8	163.9	210.0	172	151.0	144.6	187.2	160
May	162.2	154.7	169	164.9	141.1	219.1	197.7	164.5	212.3	174	152.3	145.5	187.7	161
June	162.4	154.9	169	165.6	141.5		198.6	164.5	213.4	174	153.0	146.3	188.1	162
July	163.7	156.1	169	167.2	140.9		199.6	163.7	213.8	175	153.6	147.1	189.1	163
August	164.4	157.3	170	168.4	141.4	222.4	201.8	165.4	216.8	176	154.3	147.8	187.6	164
September	166.5	157.5	174	170.2	141.4		205.2	167.2	219.7	178	155.0	148.4	192.6	165
October	166.9	158.7	176	171.8	141.5		211.1	169.5	223.7	181	156.1	149.0	193.8	167
November	167.5	159.7	178	173.2	141.8	231.8	215.7	169.7	226.8	182	156.6	149.4	193.8	167
December	168.4	160.8	179	173.8	142.5		218.6	169.7	229.8	184	157.1	149.9	195.8	169
1977 January	170.1	162.4	179	174.3	143.8		221.4	169.5	235.9	186	158.4	150.7	197.7	170
February	171.4	163.5	179	175.5	144.7	240.7	225.7	170.8	238.2	188	159.9	152.3	198.8	172
March	171.3	164.2	181	177.1	145.2		228.5	172.2	240.5	190	161.5	153.2	200.0	173
April	172.2	165.2	183	179.4	145.9		231.3	175.1	246.7	192	162.4	154.4	203.3	175
May	173.9	165.8	186	181.1	146.5	249.7	234.2	176.0	248.6	194	163.8	155.3	205.2	176
June	175.0	166.7	187	182.5	147.2		235.8	176.4	251.2	195	164.9	156.3	204.1	178
July	175.5	167.4	188	184.1	147.0		237.2	176.1	251.4	196 e	166.5	157.0	203.6	178 e
August	176.0 e	166.9 e			146.9 e		238.9 e	176.8 e	252.7 e			157.5 e		
% change														
latest month on same month a year earlier	7.1	6.1	11.2	10.1	3.9	—	18.4	6.9	16.6	12.0	8.4	6.6	7.7	9.2
latest three months on previous three months	1.8	1.2	3.3	3.0	0.8	3.7	2.6	1.1	2.7	2.6	2.4	1.7	1.8	2.3
on previous three months a year earlier	7.3	7.0	10.7	10.0	4.1	14.0	18.7	7.2	17.3	11.9	7.9	6.7	8.5	9.5

Source: OECD main economic indicators.

Table 8 **Exports (fob)** Special trade[1], seasonally adjusted

US $ million

	Belgium/ Luxembourg	Denmark[2]	France	F.R. of Germany	Ireland[2]	Italy	Nether-lands	United r Kingdom[2]	EEC	Canada	United States[2]	Japan[2]	OECD
1970	11 592	3 288	17 940	34 188	1 032	13 188	11 772	19 382	112 356	16 134	43 224	19 320	220 045
1971	12 081	3 609	20 592	39 009	1 308	15 177	13 953	22 365	128 084	17 676	44 211	23 994	246 037
1972	15 995	4 330	25 739	46 208	1 610	18 535	15 392	24 415	153 152	20 184	49 676	28 591	290 784
1973	22 416	6 120	35 952	67 440	2 124	22 236	23 952	30 662	210 684	25 200	71 316	36 936	398 880
1974	28 260	7 716	45 900	89 160	2 628	30 288	32 436	38 827	275 100	32 784	98 508	55 536	532 932
1975	28 812	8 712	52 212	90 024	3 216	34 824	34 440	44 260	295 992	32 304	107 652	55 752	567 804
1976	32 844	9 108	55 812	102 036	3 312	36 924	38 748	46 541	325 044	38 628	114 996	67 272	630 504
1975 1st quarter	7 731	2 172	13,434	23 481	783	8 685	8 823	11 353	76 542	8 022	27 114	14 781	146 070
2nd	6 981	2 196	13 248	23 025	753	8 571	8 565	10 978	74 367	7 890	25 803	13 734	140 847
3rd	6 540	2 073	12 591	21 279	798	8 646	8 052	10 562	70 488	7 842	27 171	13 344	136 887
4th	7 305	2 243	12 939	22 329	834	8 943	9 009	11 214	74 763	8 220	27 837	14 130	143 982
1976 1st quarter	7 467	2 136	13 395	23 427	735	8 427	8 949	11 477	76 086	9,102	26 190	15 729	147 453
2nd	7 701	2 223	13 893	24 441	820	8 919	8 733	11 399	78 183	9 555	28 668	16 443	153 063
3rd	8 151	2 340	13 881	25 851	832	9 327	9 858	11 480	81 696	9 996	29 649	16 977	160 509
4th	9 207	2 433	14 556	27 768	903	10 089	11 241	11 932	88 107	9 402	29 499	17 685	167 034
1977 1st quarter	9 156	2 547	15 282	28 134	957	10 395	10 690	13 003	90 120	10 359	29 746	19 746	171 954
2nd		2 362	15 303	28 615	1 004	11 571		14 323		10 211	31 329	19 664	
1976 January	2 488	768	4 425	7 747	247	3 062	2 903	3 788	25 456	2 995	8 840	5 037	48 624
February	2 648	683	4 637	7 692	247	2 591	3 017	3 827	25 328	3 210	8 858	5 223	49 290
March	2 495	698	4 478	8 145	228	2 813	3 155	3 856	25 931	2 920	8 920	5 610	50 127
April	2 550	723	4 568	7 981	290	2 775	2 890	3 768	25 551	3 094	9 114	5 299	49 504
May	2 622	780	4 899	8 459	274	3 319	3 009	3 819	27 230	3 095	9 889	5 648	52 484
June	2 594	738	4 488	8 100	249	2 725	2 785	3 807	25 511	3 389	9 689	5 640	51 276
July	2 364	757	4 435	8 040	266	3 131	3 123	3 674	25 800	3 253	9 905	5 576	51 770
August	2 766	785	4 713	8 378	257	3 032	3 381	3 884	27 157	3 432	9 843	5 545	53 289
September	3 021	798	4 733	9 434	308	3 165	3 353	3 915	28 738	3 313	9 902	5 857	55 449
October	3 148	767	4 753	9 024	323	3 387	3 435	3 865	28 710	3,138	9 725	5 988	54 652
November	2 880	827	4 782	9 097	290	3 493	3 846	3 887	29 069	3 021	9 342	5 733	54 696
December	3 179	840	5 021	9 648	291	3 208	3 960	4 182	30 326	3 244	10 433	5 964	57 713
1977 January	3 032	852	5 175	9 285	309	3 517	3 654	4 356	30 164	3 308	9 597	6 696	57 100
February	2 950	816	5 058	9 147	323	3 299	3 643	4 302	29 521	3 378	9 801	6 499	56 507
March	3 174	880	5 049	9 702	325	3 578	3 393	4 345	30 435	3 677	10 066	6 551	58 346
April	2 997	847	4 968	9 093	334	3 883	3 542	4 709	30 364	3 451	9 949	6 894	57 978
May	2 946	722	5 314	9 584	327	3 819	3 431	4 652	30 792	3 283	10 540	6 282	58 265
June		793	5 021	9 938	343	3 869		4 962		3 477	10 840	6 488	
July								5 043					
August								5 845					
% change latest three months:													
On previous three months	−0.5	−7.3	0.1	1.7	4.9	11.3	−7.9	15.6	1.8	−1.5	6.3	−0.4	1.9
One year earlier	18.9	5.4	9.7	16.6	23.5	31.2	14.5	39.4	16.4	6.6	9.2	18.6	14.8

[1] *For most purposes special trade may be defined as trade excluding re-exports.* [2] *General trade.* r revised.

Source: United Kingdom: Department of Trade. All others: 'OECD Series "A" '

Table 9 **Imports (cif)** Special trade[1], seasonally adjusted

US $ million

	Belgium/ Luxembourg	Denmark [2]	France	F.R. of Germany	Ireland [2]	Italy	Nether-lands	United r Kingdom[2]	EEC	Canada	United States [3]	Japan	OECD
1970	11 352	4 380	19 116	29 808	1 572	14 940	13 392	21 696	116 280	13 308	39 960	18 876	225 649
1971	12 390	4 476	21 261	34 356	1 838	16 026	15 159	23 918	129 403	15 460	45 633	19 716	250 717
1972	14 879	4 988	26 696	39 759	2 113	19 252	17 127	27 877	152 643	18 924	55 819	23 463	297 984
1973	21 936	7 704	37 380	54 492	2 784	27 816	24 360	38 872	215 232	23 304	69 120	38 316	410 820
1974	29 700	9 852	52 824	68 976	3 816	40 968	33 204	54 344	293 568	32 292	100 968	62 112	583 020
1975	30 708	10 332	54 240	74 208	3 804	38 364	35 148	53 608	300 048	33 960	96 936	57 864	587 376
1976	33 352	12 336	64 392	87 780	4 200	43 368	39 348	56 269	343 428	37 956	121 788	64 776	672 906
1975 1st quarter	7 467	2 424	13 902	18 552	981	9 471	9 240	14 228	76 083	8 568	24 813	14 832	150 342
2nd	7 314	2 412	13 176	18 630	924	9 024	8 739	12 957	73 311	8 457	22 683	13 779	143 442
3rd	6 945	2 478	12 879	17 982	903	9 381	8 202	13 175	71 949	8 337	24 030	14 337	142 257
4th	7 614	2 841	14 277	19 128	1 008	10 410	9 039	13 103	77 517	8 556	25 410	14 964	150 357
1976 1st quarter	7 743	2 874	15 015	19 956	1 023	10 035	8 847	13 339	78 741	9 240	27 333	14 973	155 073
2nd	7 986	2 982	15 399	20 775	975	10 578	9 444	13 848	82 083	9 630	29 295	15 300	161 313
3rd	8 286	3 126	16 335	22 431	1 059	10 620	10 002	14 301	86 244	9 612	32 043	17 004	172 821
4th	9 225	3 354	17 628	24 240	1 125	12 057	11 658	14 411	93 867	9 405	32 631	17 427	183 699
1977 1st quarter	9 645	3 381	17 568	24 351	1 296	11 832	11 385	15 352	94 824	9 876	35 439	17 721	186 828
2nd		3 211	17 082	23 882	1 237	12 214		16 461		10 182	37 685	17 125	
1976 January	2 671	894	5 043	6 534	332	3 177	2 959	4 460	26 012	3 110	9 425	5 126	51 719
February	2 523	978	5 125	6 699	356	3 193	2 902	4 544	26 330	3 154	8 820	5 037	51 588
March	2 559	1 002	4 971	6 811	353	3 429	3 041	4 334	26 399	3 028	9 226	4 884	51 766
April	2 661	999	5 020	7 146	321	3 641	3 282	4 540	27 602	3 238	9 651	4 975	53 786
May	2 822	987	5 479	6 983	338	3 962	3 176	4 612	28 093	3 070	9 192	4 899	53 962
June	2 572	995	4 852	6 680	326	3 280	3 014	4 689	26 389	3 294	9 883	5 120	53 565
July	2 639	908	4 941	7 089	332	3 422	3 238	4 809	27 426	3 199	10 992	5 473	55 988
August	2 767	1 079	5 498	7 778	350	3 643	3 415	4 626	29 150	3 268	10 377	5 699	58 019
September	2 885	1 139	5 896	7 563	376	3 555	3 350	4 860	29 668	3 144	10 673	5 833	58 814
October	3 028	1 048	5 825	7 748	355	3 782	3 645	4 660	30 171	3 066	10 748	5 785	58 946
November	3 088	1 089	6 064	7 763	392	4 532	3 567	4 881	31 495	3 230	10 679	6 054	61 874
December	3 109	1 217	5 740	8 730	378	3 742	4 446	4 869	32 203	3 108	11 204	5 588	62 879
1977 January	3 346	1 090	6 053	8 349	463	3 870	4 075	5 531	32 781	3 257	11 430	6 173	63 065
February	3 070	1 062	5 725	7 818	418	3 995	3 803	4 881	30 777	3 326	11 582	5 677	61 071
March	3 229	1 230	5 791	8 183	415	3 968	3 505	4 939	31 264	3 294	12 427	5 873	62 691
April	3 171	1 042	5 412	7 707	399	4 240	3 764	5 194	30 945	3 482	12 721	5 742	62 314
May	3 153	1 042	5 672	8 112	418	4 276	3 723	5 405	31 811	3 394	12 050	5 785	62 686
June		1 127	5 998	8 063	429	3 698		5 863		3 306	12 914	5 598	
July								5 491					
August								4 950					
% change latest three months:													
On previous three months	0 3	−5 1	−2.8	−1.9	−3.9	3.2	−10.8	4.9	−1.8	3.1	6.3	−3.4	0.4
One year earlier	18.8	7.7	11.3	14.8	26.5	12.2	15.7	15.4	14.5	6.0	31.2	14.2	17.7

[1] *For most purposes specia ltrade may be defined as trade excluding re-exports.* [2] *General trade.* [3] fob. revised.

Source: United Kingdom: Department of Trade. All others: 'OECD Series "A" '.

Trends in invisibles

Net surplus on invisibles rose by 44 per cent between 1975 and 1976 to £2,166 million. Total credits rose by £2,794 million, a rise of 25 per cent, but total debits increased only by 22 per cent to a level £2,130 million higher than 1975.

These figures, which incorporate some revisions to previous estimates were given in 'United Kingdom Balance of Payments 1966-76', published last month. There were large increases in 1976 in the net surplus on travel, civil aviation and other services, and the sea transport account showed a small net surplus for the second year running. As a result the net surplus of private and public corporations' services increased by £909 million in 1976 to a level 54 per cent above 1975, more than offsetting the increase of £134 million in the net deficit on government services. The net surplus for 1976 on interest, profits and dividends increased by £279 million. The net deficit on government transfer payments more than doubled between 1975 and 1976 with an increase of £413 million whilst the net deficit on private transfers payments fell by £23 million.

In the first half of 1977 the net surplus on invisibles declined to £993 million, seasonally adjusted, from £1,291 million, seasonally adjusted, in the second half of 1976, though it was nearly £30 million higher than the surplus in the first half of 1976. The decline was due mainly to a £365 million fall between the second half of 1976 and the first half of 1977 in the net surplus on interest, profits and dividends. The net deficits on government transfers and services also increased, but that on private transfers was slightly lower. There was an increase of £259 in the net surplus on private and public corporations' services in the first half of 1977 compared with the second half of 1976.

Sea transport

In 1976 for the second year running the sea transport account showed a small net surplus, though at £45 million it was slightly less than the net surplus of £64 million earned in 1975. In the first half of 1977 this surplus was maintained, and at £20 million, seasonally adjusted, was at the same level as in the second half of 1976.

Sea transport £ million

	Year	Credits	Debits	Balance
Ships owned by UK operators	1973	1 100	494	+606
	1974	1 578	746	+832
	1975	1 657	791	+866
	1976	1 992	978	+1 014
Ships on charter to UK operators	1973	725	945	−220
	1974	794	1 116	−322
	1975	640	959	−319
	1976	791	1 152	−361
Overseas operators	1973	237	721	−484
	1974	306	934	−628
	1975	372	855	−483
	1976	468	1 076	−608
Total	1973	2 062	2 160	−98
	1974	2 678	2 796	−118
	1975	2 669	2 605	+64
	1976	3 251	3 206	+45

The net credit for UK-owned ships in 1976, at £1,014 million, was 17 per cent higher than 1975. The earnings of UK-owned ships rose by 20 per cent, but overseas payments increased by 23 per cent. The net deficit for ships chartered-in by UK operators rose 13 per cent between 1975 and 1976 to £361 million. Freight earnings and charter receipts by these ships rose by 23 per cent, while overseas payments increased by 20 per cent. However the net deficit due to overseas operators increased by 26 per cent to £608 million, with both disbursements by and earnings of these operators increasing by 26 per cent.

Travel

The surplus on the overseas travel account rose sharply from the previous highest level of £245 million in 1975 to £620 million in 1976. As recent as 1973 there was a small negative balance on this account. The surplus continued to increase in the first six months of 1977 when it was £532 million, seasonally adjusted, compared with £404 million, seasonally adjusted, in the second half of 1976. The fall in the value of sterling in 1976 has undoubtedly contributed to the increase.

Travel £ million

	1973	1974	1975	1976
Credits				
Visitors from:				
Western Europe:				
EEC countries	199	240	328	474
non-EEC countries	82	113	152	242
North America	205	215	267	359
Other countries	195	269	376	553
Total credits	681	837	1 123	1 628
Debits				
Visits to:				
Western Europe:				
EEC countries	255	268	336	377
non-EEC countries	310	278	355	379
North America	42	49	70	97
Other countries	75	88	117	155
Total debits	682	683	878	1 008
Balance	−1	+154	+245	+620

Earnings from overseas visitors rose 45 per cent to a record £1,628 million in 1976. This large increase was due to a rise of 14 per cent in the number of visits by overseas visitors to the United Kingdom and an increase of 27 per cent in average expenditure per visit, despite a further reduction in 1976 in the average length of stay.

The expenditure abroad by UK residents also rose, but by only 15 per cent to £1,008 million in 1976. There was a decrease of 4 per cent in the number of visits overseas and the average expenditure per visit rose only by 20 per cent. The average length of stay per visit was the same as 1975.

Civil aviation

The net surplus on the civil aviation account was £241 million in 1976, more than double the level in 1975, and just over three times the surplus in 1973. This increase was mainly a consequence of the increase in the number of overseas visitors to the United Kingdom as well as the decline in the value of sterling. The net surplus in the first half of 1977 continued at around the high level reached in 1976, being £118 million, seasonally adjusted, £3 million higher than the first half of 1976, but £8 million lower than the second half of 1976.

Civil aviation £ million

	1973	1974	1975	1976
UK airlines:				
Earnings overseas	358	451	560	766
Expenditure overseas	210	290	343	441
Net balance	+148	+161	+217	+325
Overseas airlines:				
Expenditure in UK	122	174	220	285
Earnings in UK	195	239	321	369
Net balance	−73	−65	−101	−84
Total balance	+75	+96	+116	+241

The overseas earnings by UK airlines rose by 37 per cent between 1975 and 1976 to £766 million. Within this the revenue for the carriage of overseas residents increased at a slightly faster rate and accounted for 81 per cent of earnings compared with 78 per cent in 1975. Revenue from freight on exports rose 23 per cent between 1975 and 1976 and other earnings increased by 10 per cent. Expenditure overseas by UK airlines increased at a lower rate than earnings, rising by 29 per cent between 1975 and 1976 to £441 million. The resulting net balance for UK airlines in 1976 was £325 million, an increase of £108 million compared with 1975.

Payments by UK residents to overseas airlines increased only by 15 per cent between 1975 and 1976 to reach £369 million. Expenditure by overseas airlines in the UK, however, rose by 30 per cent to £285 million and the resulting net earnings of overseas airlines from UK residents fell from £101 million in 1975 to £84 million in 1976.

Financial services

Between 1975 and 1976 the overseas earnings on financial services increased by 19 per cent to £1,086 million. This was a lower rate of increase than in the previous two years and was due mainly to a small fall in earnings from commodity trading. Apart from brokerage earnings which increased by only just over 2 per cent, earnings from insurance, banking and merchanting all increased by around 35 per cent between 1975 and 1976. In the first half of 1977 there was a fall in earnings on financial services to £513 million, seasonally adjusted, from £538 million, seasonally adjusted, in the second half of 1976.

The insurance and banking figures included financial services cover only overseas business done within the UK and do not cover all the overseas earnings of insurers and banks. The earnings of overseas branches and subsidiary companies of UK insurance companies and banks and receipts of interest and dividends by the Corporation of Lloyds, insurance companies and banks on holdings of overseas securities are included under 'interest, profits and dividends'.

Other services

The net surplus on other services recovered from the fall in 1975 and rose to £606 million in 1976, 73 per cent above 1975, but only 36 per cent higher than in 1974.

Other services

£ million

Financial and allied services	1973	1974	1975	1976
Insurance	228	252	337	458
Banking	92	109	127	169
Commodity trading	110	140	209	201
Merchanting of other goods	22	30	34	46
Brokerage, etc	99	160	207	212
Total	551	691	914	1 086

In the first half of 1977 the surplus increased to £489 million, seasonally adjusted, compared with £325 million, seasonally adjusted, in the second half of 1976.

The increase in the net surplus in 1976 was largely the result of a lower increase in debits which rose by 16 per cent between 1975 and 1976 compared with increases of 43 and 36 per cent in 1975 and 1974 respectively. Credits increased by 28 per cent in 1976, a slightly higher rate than the 23 per cent recorded in both 1975 and 1974 The category 'other services' covers a wide-ranging group of items including royalties, commissions, technical services, construction work overseas, etc. A full analysis of the components is given in table 3.9 of the 'United Kingdom Balance of Payments 1966-76'. The credits for most of these items in 1976 increased by rates similar to that for total credits, with one notable exception. Earnings on construction work overseas rose by 61 per cent to £456 million in 1976. Similarly the debits for most items increased in 1976 at rates similar to that for total debits, except that royalty payments overseas and services rendered to UK enterprises both rose by 25 per cent between 1975 and 1976. Expenditure on services associated with the UK continental shelf activities, which more than doubled between 1974 and 1975 and were a major cause of the increase in total debits in 1975, rose only by 14 per cent in 1976.

Interest, profits and dividends

Net earnings on interest, profits and dividends increased by £279 million between 1975 and 1976, but at £1,179 million were still below the record net earnings of 1973 and 1974. Net payments by the government sector continued to grow, and at £652 million, were more than three times greater than three years earlier. The net surplus earned by the private sector recovered from its fall in 1975 and rose by 29 per cent between 1975 and 1976 to a new peak of £1,831 million. Increases in both credits and debits were partly due to the effects of the devaluation of sterling which increased the sterling value of all foreign currency flows. In the first half of 1977 net earnings on interest, profits and dividends fell sharply to £270 million, seasonally adjusted, compared with £635 million, seasonally adjusted in the second half of 1976. Many items contributed to this sharp decline.

Earnings on direct investment overseas (excluding oil), which had grown only by

Invisibles

£ million

					1976 seasonally adjusted				1977	
	1973	1974	1975	1976	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr
Credits										
Private services [1]:										
Sea transport:										
Freight and fares	1 543	1 861	1 730	2 125						
Charter receipts	282	511	567	658						
Disbursements of overseas shipping	237	306	372	468						
Total	2 062	2 678	2 669	3 251	714	776	848	913	875	877
Civil aviation:										
Fares, freights, etc	358	451	560	766						
Disbursements of overseas airlines	122	174	220	285						
Total	480	625	780	1 051	234	257	270	290	292	298
Travel	681	837	1 123	1 628	322	376	451	479	513	578
Financial services	551	691	914	1 086	283	265	262	276	230	283
Other serices:										
Films and television	28	26	37	45						
Royalties, etc	201	246	275	340						
Miscellaneous	908	1 125	1 403	1 805						
Total	1 137	1 397	1 715	2 190	488	532	561	609	635	676
Total private services [1]	4 911	6 228	7 201	9 206	2 041	2 206	2 392	2 567	2 545	2 712
Interest, profits and dividends:										
Direct investment	1 450	1 490	1 583	2 064	443	507	546	568	507	519
Portfolio investment	192	232	221	234	57	56	61	60	70	62
Oil and other	1 250	1 445	1 142	1 448	364	326	377	381	402	342
Total	2 892	3 167	2 946	3 746	864	889	984	1 009	979	923
Transfers:										
Private	295	355	395	420	100	105	105	110	110	112
Government	63	130	363	251	59	77	56	59	75	58
Government services	104	110	139	215	35	37	88	55	43	45
Total credits	8 265	9 990	11 044	13 838	3 099	3 314	3 625	3 800	3 752	3 850
Debits										
Private services [1]:										
Sea transport:										
Freight and fares	721	934	855	1 076						
Charter payments	778	799	660	803						
Disbursements abroad	661	1 063	1 090	1 327						
Total	2 160	2 796	2 605	3 206	688	777	829	912	864	868
Civil aviation:										
Freight, fares, etc	195	239	321	369						
Disbursements abroad	210	290	343	441						
Total	405	529	664	810	175	201	212	222	227	245
Travel	682	683	878	1 008	236	246	242	284	289	270
Other services:										
Films and television	25	27	34	40						
Royalties, etc	160	199	239	297						
Miscellaneous	512	727	1 092	1 247						
Total	697	953	1 365	1 584	356	383	413	432	413	409
Total private services [1]	3 944	4 961	5 512	6 608	1 455	1 607	1 696	1 850	1 793	1 792
Interest, profits and dividends:										
Direct investment	698	609	615	1 045	247	254	270	274	279	270
Portfolio investment	180	236	288	353	80	89	91	93	108	141
Oil and other	691	1 016	1 143	1 169	279	260	292	338	364	470
Total	1 569	1 861	2 046	2 567	606	603	653	705	751	881
Transfers:										
Private	386	441	483	485	140	115	112	118	125	108
Government	422	450	742	1 043	227	233	289	294	331	339
Government services	513	648	759	969	223	239	242	265	251	238
Total debits	6 834	8 361	9 542	11 672	2 651	2 797	2 992	3 232	3 251	3 358
Net balances										
Private services [1]	+967	+1 267	+1 689	+2 598	586	599	696	717	752	920
Interest, profits and dividends	+1 323	+1 306	+900	+1 179	258	286	331	304	228	42
Private transfers	−91	−86	−88	−65	−40	−10	−7	−8	−15	4
Government transfers	−359	−320	−379	−792	−168	−156	−233	−235	−256	−281
Government services	−409	−538	−620	−754	−188	−202	−154	−210	−208	−193
Net invisible balance	+1 431	+1 629	+1 502	+2 166	448	517	633	658	501	492

[1] Including public corporations

Interest, profits and dividends by sector £ million

					1976 seasonally adjusted				1977	
	1973	1974	1975	1976	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr
Credits:										
Private sector [1]	2 716	2 930	2 680	3 493	790	830	923	950	914	841
General government	176	237	266	253	74	59	61	59	65	82
Debits:										
Private sector [1]	1 193	1 269	1 263	1 662	408	376	423	455	504	587
General government	376	592	783	905	198	227	230	250	247	294
Net balance:										
Private sector [1]	+1 523	+1 661	+1 417	+1 831	382	454	500	495	410	254
General government	−200	−355	−517	−652	−124	−168	−169	−191	−182	−212

[1] Including public corporations.

9 per cent between 1973 and 1975, are estimated to have increased by 30 per cent between 1975 and 1976 to £2,064 million. A large part of this increase was probably caused by the depreciation of sterling in 1976. The earnings showed a small fall of 8 per cent, seasonally adjusted, between the second half of 1976 and the first half of 1977, though at £1,026 million, seasonally adjusted, they were still 8 per cent above the first half of 1976.

The earnings by foreign companies on their direct investment in the UK also rose sharply between 1975 and 1976, increasing by 70 per cent to £1,045 million. This followed two years of depressed earnings caused largely by the losses incurred in the motor industry. In 1976 some losses were underwritten by HM government. In the first half of 1977 the earnings remained at about the same level as in the second half of 1976.

The net deficit from earnings on portfolio investment continued to increase between 1975 and 1976, rising by £52 million to £119 million. This rise was due entirely to an increase of £65 million in debits between 1975 and 1976 of which just over two-thirds was accounted for by an increase in interest payments on British government stock and foreign currency borrowing. There was a small increase of £13 million in the portfolio income of UK residents between 1975 and 1976, but to a level only £2 million higher than in 1974. This income has been depressed by the effects of large disinvestments in 1973, 1974 and 1976, though this was partly offset by the increase in the sterling value of earnings resulting from the depreciation of sterling. Portfolio IPD debits continued to rise in the first half of 1977 and the net deficit was £117 million, seasonally adjusted, compared with a deficit of £67 million, seasonally adjusted, in the second half of 1976.

Other IPD credits (which include the earnings of UK oil companies, UK banks earnings from their lending and borrowing in foreign currencies, receipts of interest on inter-government loans, trade credit, etc) recovered from their fall in 1975, and at £1,448 million in 1976 were marginally higher than in 1974. UK oil companies increased their earnings on overseas investments, but these were still well short of the record overseas earnings of 1973 and 1974. There was also a substantial increase in interest earned on sterling lending and on UK banks earnings from their borrowing and lending in foreign currencies. The growth in these other credits was partially offset by a fall in interest earned on UK official reserves, caused by the falling level of reserves and by lower interest rates overseas. Other credits continued to rise in the first quarter of 1977 but fell back sharply in the second quarter reflecting in part a fall in receipts by UK banks on their euro-currency business, thought to be the result of a sharp contraction in margins.

Other IPD debits rose by 25 per cent between 1975 and 1976 to £2,567 million. Foreign oil companies made a net loss on their investments in the United Kingdom, largely as a result of their expenditure on exploration on the UK continental shelf. The interest paid on sterling balances fell as the level of the balances fell sharply in 1976, but there were substantial increases in interest paid abroad by the government sector on its euro-currency borrowings, reflecting both a massive increase in liabilities and the depreciation of sterling. In the first half of 1977 other debits continued to increase and were, seasonally adjusted, over 30 per cent higher than in the second half of 1976. Probably the most significant contributions to this increase in 1977 came from higher earnings in the UK by foreign oil companies and the growth in payments overseas on foreign currency debt.

Transfers and government services

The net deficit on government services and transfers was £1,546 million in 1976, some 50 per cent higher than in 1975. In particular, contributions to the EEC budget increased by £125 million to £475 million in 1976; receipts from the EEC on the other hand were £112 million lower at £251 million, partly because of a change in the arrangement by which compensatory payments on imports from the EEC are made under the community's common agricultural policy. Expenditure abroad on military services, mostly in the German Federal Republic, increased by £187 million to £832 million in 1976, mainly because of exchange rate movements. In the first half of 1977 the net deficit on government services and transfers increased to £938 million seasonally adjusted, compared with £832 million, seasonally adjusted, in the second half of 1976.

The net deficit on private transfers was, at £65 million in 1976, more than £20 million lower than in 1975. In the first half of 1977 the deficit was £11 million, seasonally adjusted, compared with £50 million and £15 million, seasonally adjusted, in the first and second halves of 1976 respectively.

Inquiries: 01-215 3135.

Small rise in energy consumption: 'Energy Trends'

Inland energy consumption on a primary fuel input basis during the three months May to July was 4.7 per cent higher than a year ago – largely due to colder weather. After allowing for temperature correction, and seasonal adjustment, total consumption in this period was only 2.2 per cent above last year's level. These figures are shown in the September issue of *Energy Trends*, the Department of Energy's statistical bulletin.

Coal

Over 8000 men left the mines during August – 7000 of them under the National Coal Board's early retirement scheme which came into effect last month. Recruitment reduced the overall number of men lost during August to 6000. Coal production in the period June to August this year was slightly higher than a year ago at 25.6 million tons. An 18 per cent increase in opencast output compensated for a drop of 2 per cent in deep-mined production. Coal consumption between June and August was 1.5 per cent higher than in the same months of 1976; domestic disposals rose by 10 per cent and power station coal burn increased by 4.6 per cent.

Gas

Gas sent out in the three months June to August was nearly 2500 million therms, 17.6 per cent higher than in the same period last year. This increase was in large part due to colder weather.

Electricity

Fuel used for electricity generation in the months May to July was 4.5 per cent higher than last year, at just over 23 million tons of coal equivalent. Greater use of coal and a growing contribution from nuclear power accounted for most of the increase.

Petroleum products

Deliveries of petroleum products during the three months May to July were nearly 3 per cent higher than last year. All the major products shared this increase, with the exception of motor spirit. The other main transport fuels, derv and aviation turbine fuel, were both in greater demand, with deliveries increasing by 0.9 and 9.4 per cent respectively. Refinery output of all products between May and July this year was 4.7 per cent below last year's level.

Fuel prices to industry

The final table in *Energy Trends* for September shows provisional figures for fuel prices to industry in the second quarter of 1977. All prices rose in comparison with the same quarter of last year, and the increase for gas was particularly steep at just under 60 per cent. This is due to contracts being renegotiated on renewal.

Industry's investment intentions for 1977 and 1978

Forms for the Department of Industry's latest investment intentions survey were sent to contributors at the end of July and the estimates are based on replies received up to about the middle of September. The survey asked for a final figure of expected capital expenditure in 1977 and a further figure for 1978. Results continue to indicate increases in investment for both years.

Manufacturing industry

For 1977, the previous survey (conducted in April/May 1977) suggested that the volume of investment by manufacturing industry would be between 6 and 10 per cent higher than in 1976. The present survey indicates an increase in the lower half of this range and the relatively depressed level of investment in the first half year would suggest an increase smaller still. The central estimate included in the table, which is largely based on the survey, represents a rise of 7 per cent on 1976 and implies that investment in the second half of 1977 will be 9 per cent higher than in the first half.

For the change from 1977 to 1978 the indications now are for an increase in the range of 12 to 17 per cent. Although the increase is somewhat lower than that indicated by the previous survey (20 per cent or more) it is nevertheless of a size experienced only five times in the 21 years for which data in volume terms are available and only once in the last 10 years.

The results for groups of industries within manufacturing suggest that only the food, drink and tobacco and the residual 'other manufacturing' groups are likely to show increases in investment in 1977 substantially greater than that for manufacturing as a whole.

A significant fall is expected in investment by the metal manufacturing industry and little change or slight falls in investment by the textiles, leather and clothing and the coal and petroleum products groups. The remaining industry groups – chemicals, engineering, vehicles and the paper, printing and publishing groups – are all likely to show about average increases.

Distributive and service industries (excluding shipping)

From the previous survey, it was expected that the increase in the volume of investment by these industries in 1977 (over that in 1976) would be in the range 3 to 5 per cent, to be followed by an increase of similar or possibly slighter greater magnitude in 1978. The latest survey indicates that the rise in 1977 will probably be very close to 5 per cent and that this will be followed by a similar, possibly slightly greater increase in 1978.

Levels of investment

As a guide to the scale of investment covered by the survey, the following table gives some figures for recent years, with rounded central estimates for 1977.

Industry's capital expenditure

£ million at 1970 prices

	Manufacturing industry	Distributive and service industries (excluding shipping)
1970	2 130 (peak)	1 799
1971	1 991	1 930
1972	1 739	2 071
1973	1 753	2 414
1974	2 028	2 414
1975	1 745	2 034
1976	1 659	1 974
1977 (rounded estimate)	1 770[1]	2 070[1]

[1] Each of these estimates would represent about £5 billion at 1977 prices.

Background

The above results are based on the latest of a series of regular surveys directed to a panel of companies, mainly larger companies but including some smaller ones, in manufacturing industry and in the distributive and service industries. Respondents to the latest survey accounted for nearly 50 per cent of the capital expenditure of manufacturing industry and 30 per cent of expenditure in the distributive and service industries. Respondents' returns are grossed up to give figures of aggregated intentions and these form the basis of the forecasts. The interpretation is not straightforward as contributors' estimates vary around the actual out-turn for the year. The forecasts made are, in general, based on an analysis of the relationships between past expectations and actual capital expenditure. The aggregated intentions used in assessing manufacturing industry's investment are given below.

Since the previous survey there have been retrospective changes to the series for capital expenditure to take account of additional information.

Figures from respondents are generally given in expected future prices and their estimates of price rises are used to convert them to volume. This is an additional source of uncertainty in a period of rapidly rising prices.

Exploration and development work in the North Sea is classified as a mining activity and is therefore not included in these figures. The coverage is specifically defined in regular articles in *Trade and Industry* on the results of the quarterly inquiry into capital expenditure: the latest of these articles was published on 30 September 1977, and contained a breakdown of expenditure by industry groups.

The figures of manufacturing industry aggregated intentions for recent years have been revised to correspond with the revised actual expenditure figures first published in *Trade and Industry*, 2 September 1977. The series from 1961 to date is given below (the August/September survey was the third main inquiry for 1977 and the first for 1978).

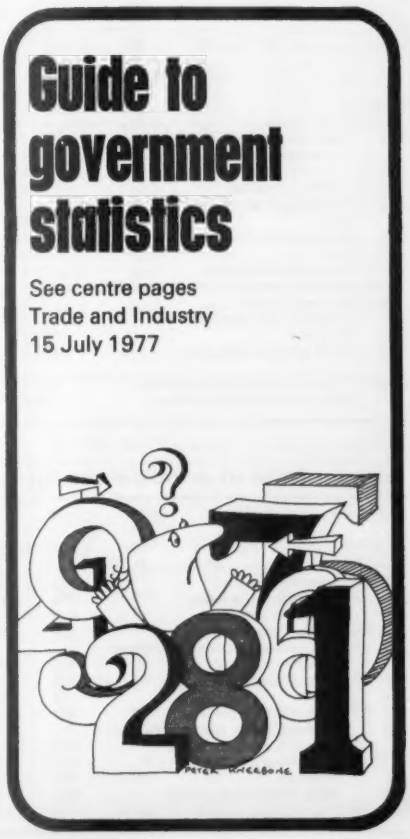
Aggregated investment intentions – manufacturing industry

£ million

	Main inquiry			Actual capital expenditure at current prices
	1st	2nd	3rd	
1961	1 260	1 368	1 391	1 248
1962	1 261	1 344	1 316	1 182
1963	1 084	1 219	1 188	1 068
1964	1 110	1 293	1 367	1 232
1965	1 423	1 651	1 553	1 423
1966	1 581	1 691	1 636	1 517
1967	1 586	1 567	1 628	1 485
1968	1 577	1 770	1 734	1 593[2]
1969	1 957	2 115	2 112	1 868[2]
1970	2 306	2 520	2 225	2 130
1971	2 354	2 437	2 354	2 187
1972	2 380	2 424	2 303	2 047
1973	2 430	2 624	2 577	2 286
1974	3 131	3 378	2 971	3 150
1975	3 534	3 340	3 761	3 461
1976	4 235	4 332	4 201	3 957
1977	5 091	5 440	5 338	4 900
1978	6 858			

[2] After allowing for expenditure estimated at £46 million at current prices brought forward into 1968 from 1969 to secure the higher rate of investment grant.

Inquiries: Manufacturing 01-215 3175/3176.
Distribution and services 01-215 3345.



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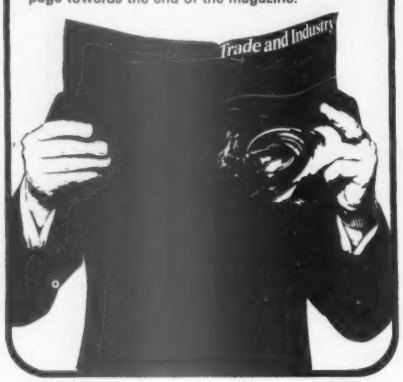

Chemicals: investment recovers in the second quarter

Output

There was a fall of 1 per cent in the output of the chemicals industry in the second quarter of 1977 in response to a sharp decline in UK demand. There were especially large falls in the output of toilet preparations, soap and detergents, and in the synthetic resins and plastics materials industry, but these probably reflect the response to a dampening in high expectations at the beginning of the year rather than a downward trend in demand.

Output in the second half of 1977 is expected to be higher than in the first half but not by much and in consequence the rise for the year as a whole is likely to be somewhat less than 5 per cent. The National Institute for Economic and Social Research in its August review forecast rises of 4 per cent and 5 per cent for 1977 and 1978 respectively and this outlook is also broadly in line with the chemical industry's view.

Trade

There was a substantial rise of 4½ per cent in the volume of chemical exports in the second quarter of 1977 to give a level for the first half of the year 9 per cent above that in the first half of 1976. The strong upward trend appears to have continued in the third quarter but this buoyancy may be difficult to maintain as export markets are likely to become increasingly competitive. There were signs of this in July and August when the ratio of export unit values to import unit values rose further; this reflects not only the recent firmness in sterling but also some price cutting by overseas producers.

The volume of chemical imports fell by 2 per cent in the second quarter of 1977 but the level in the first half of the year was some 15 per cent above that in the first half of 1976. It was expected that import volume would not rise in the second half of the year but the figures for July and August begin to cast doubts on this expectation.

Prices

Output prices rose by 3¾ per cent in the second quarter of 1977, a smaller rise than in the previous quarter, but not as yet a very significant slowing in the rate of increase. An early easing in output price rises had not, however, been expected in view of the very sharp increase in the prices of materials and fuels purchased (input prices) in the second half of 1976. During the first six months of 1977 input prices rose by only 5½ per cent and have fallen a little since June; in consequence

Table 1 Index of production

Index numbers 1970 = 100, seasonally adjusted

MLH		1971	1972	1973	1974	1975	1976	1975 4th qtr	1976 1st qtr	1976 2nd qtr	1976 3rd qtr	1976 4th qtr	1977 1st qtr	1977 2nd qtr	% change on last quarter: Previous quarter	% change on last quarter: Same quarter a year earlier
271	General chemicals	100.7	104.5	118.6	130.3	112.1	125.2	117.1	121.6	126.2	125.6	127.3	130.0	128.5	−1	2
271/1	Inorganic chemicals	101.1	99.2	109.2	114.8	95.7	103.5	92.1	97.2	104.9	106.6	105.2	109.7	106.3	−3	1
271/2	Organic chemicals	102.8	115.3	135.9	152.8	131.4	153.7	146.9	149.7	155.7	154.7	154.8	161.4	160.3	−1	3
271/3	Other chemicals	97.8	97.7	108.9	121.3	108.2	116.0	110.3	116.0	115.5	112.7	119.8	115.8	116.2	—	1
272	Pharmaceutical chemicals and preparations	107.0	115.7	136.4	145.9	148.4	156.2	148.3	148.7	152.3	161.0	163.0	160.4	156.2	−3	3
273	Toilet preparations	105.4	112.9	126.1	139.2	135.4	137.7	132.6	137.3	137.0	136.8	139.9	149.2	128.1	−14	−6
274	Paint	103.0	110.1	120.9	115.4	113.8	122.5	113.8	117.7	118.9	124.7	128.7	131.5	130.3	−1	10
275	Soap and detergents	99.1	102.5	105.8	115.4	110.2	116.0	113.7	112.4	119.0	117.5	115.0	121.5	109.1	−10	−8
276/1	Synthetic resins and plastics materials	101.1	110.8	126.6	119.4	101.4	122.7	112.7	121.5	121.7	121.3	126.1	130.2	117.7	−10	−3
276/2	Synthetic rubber	90.5	100.0	118.2	108.7	84.1	106.1	92.9	97.4	108.2	107.5	111.3	106.3	113.8	7	5
277	Dyestuffs and pigments	97.0	106.7	112.2	118.6	101.0	112.2	103.9	106.4	111.9	114.0	116.3	117.3	115.3	−2	3
278	Fertilisers	105.5	99.5	99.1	101.1	100.1	103.4	103.2	101.4	107.8	99.6	104.8	95.9	112.3	17	4
279	Other chemical industries	102.1	108.7	114.3	118.6	112.5	120.2	112.2	112.9	115.3	123.3	129.4	127.3	127.1	—	10
Order V	Chemical and allied industries	102.1	108.1	120.7	126.4	116.0	127.2	119.5	122.8	126.3	128.4	131.4	132.6	129.0	−3	2
	Total manufacturing industry	99.4	102.0	110.6	108.9	102.4	103.4	101.2	101.6	103.6	103.8	104.7	105.6	102.9	−3	−1

Table 2 Sales of principal products

£ million, 1970 prices, not seasonally adjusted

MLH		1970	1971	1972	1973	1974	1975	1976	1975 4th qtr	1976 1st qtr	1976 2nd qtr	1976 3rd qtr	1976 4th qtr	1977 1st qtr	1977 2nd qtr
271	General chemicals	1 194	1 203	1 254	1 426	1 570	1 352	1 513	355	378	384	366	385	402	391
271/1	Inorganic chemicals	378	382	375	413	434	361	392	88	96	99	96	101	108	100
271/2	Organic chemicals	462	475	533	628	706	608	710	170	176	182	173	179	189	188
271/3	Other chemicals	354	346	346	385	430	383	411	97	106	103	97	105	105	103
272	Pharmaceutical chemicals and preparations	436	466	504	595	636	647	681	165	166	169	165	181	179	173
273	Toilet preparations	162	171	183	204	225	216	223	58	48	52	62	61	53	48
274	Paint	188	194	207	227	217	214	230	50	56	59	59	56	62	65
275	Soap and detergents	221	219	227	234	255	243	256	63	64	64	64	64	69	59
276	Synthetic resins and plastics materials and synthetic rubber	539	540	592	675	636	538	650	150	162	168	152	168	176	164
277	Dyestuffs and pigments	141	137	150	158	167	139	159	36	39	40	39	41	42	41
278	Fertilisers	162	171	161	161	164	162	168	38	41	46	42	39	38	48
279	Other chemical industries	405	413	436	464	478	459	498	112	125	125	116	132	140	137
Order V	Chemical and allied industries	3 448	3 514	3 714	4 144	4 348	3 969	4 378	1 027	1 079	1 107	1 065	1 127	1 161	1 126

Table 3 Imports of principal products of the chemical industry

£ million, cif current prices, not seasonally adjusted

MLH		1970	1971	1972	1973	1974	1975	1976	1975 4th qtr	1976 1st qtr	1976 2nd qtr	1976 3rd qtr	1976 4th qtr	1977 1st qtr	1977 2nd qtr
271	General chemicals	305.1	307.3	340.2	458.8	865.9	818.3	1 078.3	220.7	230.8	263.2	285.1	299.1	341.1	332.9
261/1	Inorganic chemicals	74.7	72.3	78.6	102.3	165.9	172.9	240.9	41.9	51.3	61.5	60.1	67.9	64.0	70.6
271/2	Organic chemicals	161.1	155.0	161.8	236.8	503.2	398.1	577.3	104.2	122.1	136.5	157.5	161.2	181.1	173.9
271/3	Other chemicals	69.3	79.9	99.8	119.7	196.8	247.4	260.1	74.6	57.4	65.2	67.5	70.0	96.0	88.4
272	Pharmaceutical chemicals and preparations	39.5	43.3	50.6	76.5	110.1	115.2	164.9	33.7	38.5	37.9	40.1	48.4	52.5	51.4
273	Toilet preparations	5.1	6.2	9.0	15.1	21.2	25.3	31.2	6.4	6.0	6.8	9.4	9.0	10.7	12.7
274	Paint	5.4	5.9	7.3	9.9	14.8	13.9	21.2	4.3	4.5	5.4	5.2	6.3	6.7	7.0
275	Soap and detergents	7.1	7.9	11.4	12.8	24.4	17.4	24.2	4.6	5.6	6.4	5.5	6.7	7.7	7.9
276/1	Synthetic resins and plastics materials	106.4	110.7	133.0	189.4	340.5	243.7	432.9	71.4	91.2	106.7	113.6	121.3	134.2	130.1
276/2	Synthetic rubber	18.8	20.6	20.7	26.9	39.0	42.2	61.9	12.2	13.8	15.3	14.2	18.6	18.3	18.2
277	Dyestuffs and pigments	27.5	31.7	35.2	49.1	58.6	44.4	77.5	13.3	17.2	18.0	21.9	20.5	26.5	24.8
278	Fertilisers	23.0	25.8	32.8	35.1	57.0	55.1	60.8	11.8	17.8	15.6	13.7	13.7	18.4	16.4
279	Other chemical industries	39.8	46.2	53.7	73.3	113.4	122.5	176.9	31.3	43.7	41.9	46.5	44.8	56.9	55.1
Order V	Chemical and allied industries	577.7	605.6	693.9	946.9	1 644.9	1 498.2	2 129.7	409.6	469.0	517.2	555.2	588.3	673.0	656.6

Table 3a Imports of principal products of the chemical industry

£ million, cif 1970 prices, not seasonally adjusted

MLH		1970	1971	1972	1973	1974	1975	1976	1975 4th qtr	1976 1st qtr	1976 2nd qtr	1976 3rd qtr	1976 4th qtr	1977 1st qtr	1977 2nd qtr
271	General chemicals	305	299	330	377	388	340	396	92	94	97	104	102	111	109
271/1	Inorganic chemicals	75	69	72	86	88	75	86	18	20	22	22	23	20	23
271/2	Organic chemicals	161	155	166	194	191	152	206	40	49	50	55	52	57	55
271/3	Other chemicals	69	75	92	97	109	113	104	34	25	26	27	27	34	31
272	Pharmaceutical chemicals and preparations	40	40	47	61	75	60	72	15	17	17	17	20	21	20
273	Toilet preparations	5	6	9	13	15	18	18	4	3	4	5	5	6	7
274	Paint	5	6	7	8	9	8	10	2	2	3	2	3	3	3
275	Soap and detergents	7	8	12	11	12	9	11	2	3	3	3	3	4	3
276/1	Synthetic resins and plastics materials	107	118	147	185	206	142	208	41	50	53	53	52	58	54
276/2	Synthetic rubber	19	23	25	24	23	26	28	7	8	7	6	7	7	7
277	Dyestuffs and pigments	28	30	31	39	37	24	36	7	9	8	10	9	11	10
278	Fertilisers	23	24	28	26	26	19	22	4	6	6	5	5	6	6
279	Other chemical industries	40	45	49	56	65	56	69	14	20	17	18	15	19	19
Order V	Chemical and allied industries	578	598	684	800	854	702	869	189	211	214	223	220	246	238

Table 4 Exports of the principal products of the chemical industry

£ million, fob current prices, not seasonally adjusted

MLH		1970	1971	1972	1973	1974	1975	1976	1975 4th qtr	1976 1st qtr	1976 2nd qtr	1976 3rd qtr	1976 4th qtr	1977 1st qtr	1977 2nd qtr
271	General chemicals	320.8	360.6	386.5	537.9	1 011.8	948.2	1 414.6	263.8	305.9	366.2	363.4	379.1	413.1	460.1
271/1	Inorganic chemicals	62.1	61.6	63.7	87.7	139.1	139.3	180.1	35.0	36.9	46.4	44.6	52.1	54.9	58.7
271/2	Organic chemicals	135.8	154.1	165.4	249.6	553.3	459.5	704.5	135.2	158.4	182.2	179.7	184.2	211.1	201.1
271/3	Other chemicals	122.9	144.9	157.4	200.6	319.5	349.3	530.0	93.6	110.6	137.5	139.1	142.7	147.1	200.3
272	Pharmaceutical chemicals and preparations	132.5	159.9	171.7	209.6	283.5	347.4	424.4	89.3	97.7	100.2	104.3	122.1	116.4	125.4
273	Toilet preparations	22.4	24.0	28.2	34.3	46.7	57.3	83.0	14.7	16.1	20.4	22.4	24.2	26.4	30.8
274	Paint	19.8	21.6	23.6	29.2	46.4	55.3	74.0	14.1	14.9	17.7	18.7	22.7	22.8	26.7
275	Soap and detergents	28.0	28.4	29.2	40.0	71.8	80.0	110.7	21.4	21.7	27.4	27.4	34.2	32.7	37.1
276/1	Synthetic resins and plastics materials	133.0	145.0	159.3	199.1	329.1	314.1	470.8	91.6	103.5	120.2	115.8	131.3	137.2	149.2
276/2	Synthetic rubber	19.8	22.3	25.6	34.3	46.6	37.8	56.2	11.5	12.5	14.8	13.1	15.8	18.5	18.0
277	Dyestuffs and pigments	53.6	60.0	73.7	99.9	148.4	124.9	185.5	34.6	37.2	46.5	49.5	52.2	54.9	56.7
278	Fertilisers	4.8	3.6	7.0	14.8	46.4	53.4	51.1	6.6	18.7	9.7	8.7	14.1	25.0	15.4
279	Other chemical industries	112.2	128.4	138.9	170.5	234.7	283.9	345.6	68.5	84.6	88.4	82.5	90.0	120.4	123.0
Order V	Chemical and allied industries	846.9	953.8	1 043.7	1 369.7	2 265.4	2,302.2	3 215.9	616.2	712.8	811.4	805.9	885.8	967.5	1 042.3

Table 4a Exports of principal products of the chemical industry

£ million, fob 1970 prices, not seasonally adjusted

MLH		1970	1971	1972	1973	1974	1975	1976	1975 4th qtr	1976 1st qtr	1976 2nd qtr	1976 3rd qtr	1976 4th qtr	1977 1st qtr	1977 2nd qtr
271	General chemicals	320	349	365	471	573	431	550	116	135	144	136	135	136	155
271/1	Inorganic chemicals	62	60	58	67	69	56	63	14	14	17	15	17	18	20
271/2	Organic chemicals	136	152	161	231	297	209	277	60	74	72	67	65	66	66
271/3	Other chemicals	122	137	146	173	207	166	209	41	47	56	54	53	52	69
272	Pharmaceutical chemicals and preparations	133	155	163	193	231	232	253	55	61	61	62	69	65	68
273	Toilet preparations	22	22	25	29	28	28	37	7	8	9	10	10	11	12
274	Paint	20	21	21	23	25	26	29	6	6	7	7	8	8	9
275	Soap and detergents	28	27	27	34	42	38	48	10	10	12	12	14	13	14
276/1	Synthetic resins and plastics materials	133	148	166	179	188	163	221	50	53	59	54	56	56	59
276/2	Synthetic rubber	20	22	23	29	30	18	23	5	5	6	5	6	7	7
277	Dyestuffs and pigments	54	57	64	77	82	59	72	16	16	19	19	19	19	20
278	Fertilisers	5	4	7	13	24	27	20	3	6	3	4	6	10	6
279	Other chemical industries	112	132	148	160	174	158	161	36	42	42	38	39	46	46
Order V	Chemical and allied industries	847	937	1 008	1 207	1 398	1 178	1 412	303	342	363	345	363	371	396

Table 5 Unit value and volume index numbers: chemicals SITC (R) section 5 Overseas Trade Statistics basis

Index numbers 1970 = 100, seasonally adjusted

							1975		1976				1977	
	1971	1972	1973	1974	1975	1976	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr
Import volume	103	118	140	151	122	150	117	134	143	148	153	157	170	166
Export volume	110	118	143	169	142	171	136	148	164	167	171	180	176	185
										Index numbers 1970 = 100, not seasonally adjusted				
Import unit value	102	104	125	207	229	267	230	234	239	262	274	297	302	304
Export unit value	102	104	114	169	209	238	209	211	219	232	245	259	272	280

Table 6 Price index numbers of output (home sales)

1970=100

								1975	1976				1977	
MLH		1971	1972	1973	1974	1975	1976	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr
271	General chemicals	107.0	109.8	114.4	158.4	201.1	244.6	213.8	224.2	240.2	251.8	262.5	271.6	285.1
271/1	Inorganic chemicals	108.0	112.3	116.8	140.7	197.1	238.4	216.2	223.7	234.8	242.4	252.8	263.2	274.9
271/2	Organic chemicals	106.3	108.1	112.9	185.7	222.7	270.1	231.7	247.4	262.4	278.3	292.2	298.1	307.7
272	Pharmaceutical chemicals	110.4	107.7	112.6	137.6	183.1	212.1	195.3	192.7	211.3	219.2	225.8	240.1	259.2
272	Pharmaceutical preparations	103.6	109.1	112.3	126.9	160.7	192.1	174.0	179.7	187.6	197.8	203.4	209.4	218.0
273	Toilet preparations	108.3	118.6	124.3	136.8	164.3	189.6	173.9	182.2	186.5	192.2	197.8	209.8	217.5
274	Paint	112.4	120.6	127.5	161.9	203.5	224.5	211.5	220.0	222.1	225.4	230.7	249.1	256.9
275	Soap and detergents	103.0	112.3	123.8	162.8	185.1	210.0	188.9	200.6	206.2	212.7	220.5	232.2	245.8
276/1	Synthetic resins and plastics materials	102.6	103.8	105.6	156.4	181.8	210.8	188.3	194.6	205.6	217.5	225.6	234.6	243.0
277	Dyestuffs and pigments	111.6	115.7	122.6	141.5	174.0	214.1	187.3	201.0	205.2	221.0	231.9	239.9	250.8
279	Other chemical industries	108.5	115.1	120.6	145.9	187.1	216.4	202.5	208.4	212.1	217.6	227.3	237.7	246.3
Order V	Chemicals and allied industries[1]	108.2	113.7	118.9	152.8	188.7	217.5	198.2	206.5	213.7	221.0	228.8	239.7	248.5
	Total manufacturing industry	109.0	114.8	123.2	152.0	188.7	219.6	199.1	206.9	214.4	223.2	233.9	248.0	259.2

[1] This index refers only to sales outside the chemical industry including sectors not shown above.

Table 7 Price index numbers of materials and fuel purchased

1970=100

								1975	1976				1977	
		1971	1972	1973	1974	1975	1976	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr
Order V	Chemicals and allied industries	108.8	112.2	135.9	215.4	239.1	283.8	250.8	258.7	276.5	289.8	310.3	319.3	330.5
	Total manufacturing industry	104.6	109.2	144.5	215.3	235.5	299.0	256.1	266.5	292.6	306.8	329.9	341.5	347.8

Table 8 Employees in employment: Great Britain

Thousands – monthly averages

		Mid-year count							1974	1976				1977	
MLH		1970	1971	1972	1973	1974	1975	1976	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr
271	General chemicals	141	143	139	135	134	133	133	133	132	133	134	134	135	135
272	Pharmaceutical chemicals and preparations	71	73	74	74	78	77	74	76	74	74	74	74	74	74
273	Toilet preparations	22	23	25	27	27	25	23	23	22	23	23	24	23	24
274	Paint	31	29	27	27	28	27	27	27	27	27	27	27	27	27
275	Soap and synthetic detergents	18	15	15	15	16	17	17	17	17	17	17	17	17	17
276	Synthetic resins, plastics and rubber	51	48	46	47	50	50	50	49	49	50	51	51	51	50
277	Dyestuffs and pigments	21	20	19	22	24	23	22	22	22	22	22	22	22	22
278	Fertilisers	11	11	11	11	12	12	12	12	12	12	12	12	12	12
279	Other chemical industries	75	73	69	69	68	67	67	66	66	67	68	69	69	69
Order V	Chemical and allied industries	440	435	426	427	436	431	425	425	421	423	427	430	429	430
	Total manufacturing industry	8 164	7 886	7 655	7 700	7 719	7 376	7 176	7 251	7 150	7 124	7 193	7 237	7 215	7 229

a slower rise in output prices is expected in the second half of the year.

Investment

After a weak first quarter the volume of investment by the chemicals industry recovered in the second quarter of 1977 to give a level for the first half of the year about 11 per cent higher than in the same period a year earlier. The first half figures are consistent with the outlook shown in the Department of Industry's latest investment intentions inquiry; this, was based on replies received in August/September, and indicated a rise in chemicals investment in 1977 similiar to that for manufacturing industry as a whole (now put at 7 per cent). It also suggested a broadly similiar rise in chemicals investment next year.

Notes

The index of production measures net output at constant 1970 prices of all establishments classified to a minimum list heading.

In table 2 are shown sales, at constant 1970 prices, of those products which are regarded as characteristic or principal products of a minimum list heading. Sales of the products, by establishments not classified to the minimum list heading, are included.

The current price figures in tables 3 and 4 are obtained from overseas trade statistics by combining those trade headings which correspond as closely as possible with the principal products of each minimum list heading. The constant price data are obtained by deflating the current price data using appropriate average value indices. This procedure provides base weighted trade data at constant prices which are consistent with the data in table 2.

The unit value and volume index numbers shown in table 5 relate to standard international trade classification (revised) section 5 which does not cover precisely the same products as those which are regarded as principal products of order V of the standard industrial classification.

Table 9 Capital expenditure

£ million

	Current prices not seasonally adjusted	1970 prices seasonally adjusted
1967	214.7	256.1
1968	223.1	256.0
1969	267.6	296.4
1970	382.3	382.3
1971	367.1	333.9
1972	281.1	240.0
1973	237.2	182.9
1974	350.8	222.4
1975	547.0	270.5
1976	634.2	266.1
1975		
3rd qtr	138.3	69.3
4th	152.5	62.9
1976		
1st qtr	130.0	59.7
2nd	148.2	65.0
3rd	160.3	70.5
4th	195.7	70.9
1977		
1st qtr	167.3	65.9
2nd	192.0	72.2

Inquiries

Write or telephone Mr G. Fogg, Dean Bradley House, 52 Horseferry Road, London SW1 (tel. 01-212 6937).

Steel consumption and stocks: second quarter 1977

Seasonally adjusted estimates of consumption, deliveries and stocks of finished steel in the second quarter of 1977 are given in table 1 and with a detailed analysis of stocks in table 5. Estimates of consumption and stocks, by industry, are given in tables 2, 3 and 4.

Consumption by industry (table 2)
Consumption of finished steel in the second quarter of 1977 was estimated to be 3.76 million tonnes, similar to that of the first quarter. The most significant changes during the quarter were decreases in the motor and construction industries, of 9 and 4 per cent respectively. Mechanical engineering rose by 7 per cent.

Stocks by industry (table 3)
Consumers stock levels fell by 3 per cent, in the second quarter 1977, compared with the previous quarter. Stocks of steel held by stockholders are estimated to have fallen by over 6 per cent compared with those at the end of the first quarter.

Number of weeks use held in stock: (table 4)
With the exception of shipbuilding, where the ratio fell from 43 to 34 weeks, there were only minor changes.

Stocks by product (table 5)
It is estimated that, excluding tinplate, which showed a slight increase at the end of the second quarter, stocks fell by the following percentages: sheet 11, plate 8, reinforcement

Table 1 Consumption, deliveries and stocks of finished steel

Seasonally adjusted. Million tonnes

Period	Consumption	Deliveries			Stocks at end of period			
		From UK production to consumers and stockholders	Imports	Total to consumers [1]	Consumers	Stockholders	Total	Number of weeks' use held in stock by consumers and stockholders [2]
1970	17.64	17.10	1.04	17.91	4.15	0.87	5.02	14.4
1971	16.72	14.50	1.41	16.07	3.47	0.71	4.18	13.8
1972	16.75	14.59	2.14	16.72	3.44	0.72	4.16	11.6
1973	18.45	16.80	2.51	19.45	4.44	0.58	5.02	15.0
1974	17.58	15.07	3.29	18.07	4.96	0.87	5.83	17.7
1975	15.45	12.03	3.03	15.01	4.53	0.92	5.45	17.4
1976	15.80	12.66	3.15	15.65	4.37	1.08	5.45	17.5
1974								
1st qtr	4.36	3.98	0.97	4.92	5.00	0.62	5.62	16.0
2nd	4.59	3.93	0.82	4.62	5.06	0.75	5.81	17.8
3rd	4.25	3.56	0.70	4.19	5.00	0.81	5.81	17.2
4th	4.38	3.60	0.80	4.34	4.96	0.87	5.83	17.7
1975								
1st qtr	4.27	3.55	0.85	4.26	4.95	1.01	5.96	21.0
2nd	3.70	2.88	0.66	3.56	4.82	0.99	5.81	20.3
3rd	3.71	2.76	0.74	3.56	4.67	0.93	5.60	19.3
4th	3.77	2.84	0.78	3.63	4.53	0.92	5.45	17.4
1976								
1st qtr	4.07	3.05	0.84	3.91	4.37	0.90	5.27	17.6
2nd	3.89	3.18	0.72	3.86	4.35	0.94	5.29	18.1
3rd	3.78	3.24	0.70	3.83	4.39	1.05	5.44	17.4
4th	4.06	3.19	0.89	4.05	4.37	1.08	5.45	17.5
1977								
1st qtr	3.75	3.00	0.60	3.61	4.30	1.04	5.34	18.5
2nd	3.76	2.88	0.66	3.61	4.15	0.97	5.12	17.7

[1] Total deliveries to consumers are deliveries from UK production to consumers and stockholders plus imports minus stock build by stockholders. [2] Calculated as stocks divided by weekly consumption in the following quarter, with the exception of the latest quarter when the divisor is weekly consumption in that quarter.

Table 2 Consumption of finished steel by industry group

Seasonally adjusted. Million tonnes

Period	Coalmining	Railways	Shipbuilding	Construction	Engineering		Motors	Hollow-ware	Wire and wire manufactures	Other consuming industries
					Electrical	Mechanical				
1970	0.44	0.40	0.68	2.86	0.77	3.83	2.32	1.12	1.25	3.97
1971	0.52	0.37	0.69	3.13	0.74	3.06	2.30	1.23	1.12	3.56
1972	0.47	0.37	0.72	2.99	0.76	3.18	2.21	1.23	1.14	3.68
1973	0.52	0.37	0.65	3.35	0.87	3.73	2.43	1.35	1.23	3.95
1974	0.50	0.48	0.58	3.08	1.07	3.54	2.13	1.33	1.12	3.75
1975	0.52	0.54	0.66	2.53	0.84	3.29	1.65	1.09	0.96	3.37
1976	0.49	0.45	0.56	2.51	0.82	3.33	1.86	1.27	1.03	3.48
1974										
1st qtr	0.09	0.11	0.15	0.89	0.25	0.86	0.50	0.33	0.28	0.90
2nd	0.12	0.12	0.13	0.81	0.28	0.93	0.56	0.37	0.27	1.00
3rd	0.15	0.12	0.15	0.66	0.28	0.86	0.56	0.30	0.29	0.88
4th	0.14	0.13	0.15	0.72	0.26	0.89	0.51	0.33	0.28	0.97
1975										
1st qtr	0.14	0.15	0.18	0.71	0.22	0.92	0.48	0.30	0.27	0.90
2nd	0.12	0.12	0.18	0.65	0.18	0.79	0.37	0.24	0.22	0.82
3rd	0.12	0.14	0.14	0.59	0.22	0.80	0.36	0.28	0.24	0.83
4th	0.14	0.13	0.16	0.58	0.22	0.78	0.44	0.27	0.23	0.82
1976										
1st qtr	0.12	0.12	0.18	0.74	0.22	0.81	0.44	0.30	0.25	0.89
2nd	0.14	0.13	0.14	0.64	0.22	0.81	0.46	0.30	0.24	0.81
3rd	0.12	0.10	0.12	0.61	0.21	0.78	0.48	0.30	0.24	0.82
4th	0.11	0.10	0.12	0.52	0.17	0.93	0.48	0.37	0.30	0.96
1977										
1st qtr	0.10	0.09	0.10	0.53	0.17	0.87	0.47	0.33	0.23	0.86
2nd	0.12	0.08	0.12	0.51	0.16	0.93	0.43	0.32	0.23	0.86

Table 3 Stocks of finished steel by industry group

Seasonally adjusted. Million tonnes

Period	Coalmining	Railways	Shipbuilding	Construction	Engineering		Motors	Hollow-ware	Wire and wire manufactures	Other consuming industries
					Electrical	Mechanical				
1970	0.11	0.12	0.29	1.06	0.14	0.93	0.46	0.16	0.14	0.74
1971	0.13	0.11	0.25	0.84	0.10	0.78	0.37	0.14	0.13	0.62
1972	0.09	0.08	0.27	0.83	0.10	0.80	0.38	0.14	0.12	0.63
1973	0.14	0.09	0.34	1.11	0.15	0.92	0.50	0.19	0.14	0.86
1974	0.19	0.14	0.45	1.22	0.17	1.05	0.46	0.20	0.15	0.93
1975	0.22	0.16	0.51	1.14	0.13	0.90	0.39	0.14	0.15	0.79
1976	0.19	0.12	0.39	1.00	0.13	0.92	0.47	0.17	0.13	0.85
1974										
1st qtr	0.18	0.12	0.37	1.18	0.21	1.04	0.55	0.22	0.16	0.97
2nd	0.20	0.13	0.42	1.23	0.20	1.07	0.49	0.19	0.17	0.96
3rd	0.20	0.13	0.45	1.22	0.19	1.05	0.47	0.19	0.16	0.94
4th	0.19	0.14	0.45	1.22	0.17	1.05	0.46	0.20	0.15	0.93
1975										
1st qtr	0.20	0.13	0.48	1.22	0.16	1.04	0.43	0.20	0.15	0.94
2nd	0.21	0.15	0.51	1.21	0.15	1.00	0.41	0.18	0.13	0.87
3rd	0.22	0.16	0.52	1.20	0.13	0.93	0.41	0.14	0.14	0.82
4th	0.22	0.16	0.51	1.14	0.13	0.90	0.39	0.14	0.15	0.79
1976										
1st qtr	0.22	0.17	0.46	1.05	0.13	0.89	0.39	0.14	0.15	0.77
2nd	0.21	0.15	0.42	1.06	0.12	0.86	0.41	0.16	0.16	0.80
3rd	0.20	0.13	0.40	1.01	0.12	0.91	0.45	0.18	0.16	0.83
4th	0.19	0.12	0.39	1.00	0.13	0.92	0.47	0.17	0.13	0.85
1977										
1st qtr	0.19	0.12	0.37	1.01	0.13	0.90	0.45	0.18	0.13	0.82
2nd	0.19	0.12	0.33	0.99	0.12	0.88	0.44	0.17	0.12	0.79

Table 4 Ratio of stocks of weekly consumption by industry group

Number of weeks

Period	Coalmining	Railways	Shipbuilding	Construction	Engineering		Motors	Hollow-ware	Wire and wire manufactures	Other consuming industries
					Electrical	Mechanical				
1970	10	16	22	16	9	14	10	6	6	10
1971	23	17	21	15	8	13	9	6	6	9
1972	9	11	18	13	6	11	8	6	5	8
1973	22	11	29	16	8	14	13	8	7	13
1974	17	12	34	22	10	15	12	9	7	14
1975	23	17	37	20	8	14	12	6	8	12
1976	22	16	42	25	10	13	13	6	6	12
1974										
1st qtr	20	12	36	19	10	15	12	8	8	13
2nd	17	14	37	24	9	16	11	8	8	14
3rd	18	13	38	22	10	15	12	8	7	13
4th	17	12	34	22	10	15	12	9	7	14
1975										
1st qtr	21	14	35	25	11	17	15	11	9	15
2nd	22	14	48	26	9	16	15	8	7	14
3rd	21	16	42	27	8	16	12	7	8	13
4th	23	17	37	20	8	14	12	6	8	12
1976										
1st qtr	20	17	41	21	7	14	11	6	8	12
2nd	23	20	45	22	8	14	11	7	9	13
3rd	23	18	43	26	9	13	12	6	7	11
4th	24	17	45	23	10	13	13	7	7	12
1977										
1st qtr	23	18	43	25	10	13	13	7	7	12
2nd	21	20	34	25	10	12	13	7	7	12

bars and rods 5, all other products 2 and total all products 2, compared with stocks held at end March 1977.

Corrections for seasonal movements have been revised and there may appear to be some discontinuity.

Inquiries: 01-212 5544

Computerised die store

Potentially substantial savings are forecast for Firth Vickers Foundry Ltd of Sheffield through the use of a special computerised die-stock control service to be provided by the Sheffield-based computer bureau, GMS Computing Ltd. In order to cater for the constantly changing pattern of orders for different sizes of centri-spinnings, Firth Vickers Foundry holds a stock of more than 1,400 dies. The computerised service is expected to bring about the greatest savings, by enabling die stocks to be more efficiently matched to predicted order requirements.

Table 5 Stock of finished steel held by consumers and stockholders

Seasonally adjusted. Million tonnes

	Sheet	Plate	Tinplate	Rods and bars for reinforcement	Other steel products	Total all products
CONSUMERS						
1974	0 61	1.07	0.17	0.23	2.88	4.96
1975	0.41	1.05	0 12	0.23	2.72	4.53
1976	0.53	0.89	0.15	0.21	2.59	4.37
1975						
3rd qtr	0.43	1.12	0.14	0.22	2.76	4.67
4th	0.41	1.05	0.12	0.23	2.72	4.53
1976						
1st qtr	0.41	0.96	0.15	0.23	2.62	4.37
2nd	0.46	0.93	0.16	0.21	2.59	4.35
3rd	0.50	0.89	0.16	0.23	2.62	4.39
4th	0 53	0.89	0.15	0.21	2.59	4.37
1977						
1st qtr	0.53	0.88	0.13	0.20	2.56	4.30
2nd	0.48	0.83	0.15	0 19	2.50	4.15
STOCKHOLDERS						
1974	0.27	0.18	0.01	0.01	0.40	0.87
1975	0.23	0.24	0.01	0	0.44	0.92
1976	0.28	0.29	0.02	0	0.49	1.08
1975						
3rd qtr	0.24	0.24	0.01	0	0.44	0.93
4th	0.23	0.24	0.01	0	0.44	0.92
1976						
1st qtr	0.23	0.25	0.01	0	0.41	0.90
2nd	0.23	0 27	0.01	0	0.43	0.94
3rd	0.27	0.30	0.02	0	0.46	1.05
4th	0.28	0.29	0.02	0	0.49	1.08
1977						
1st qtr	0.29	0.27	0.02	0	0.46	1.04
2nd	0.25	0.26	0.01	0	0.45	0.97
TOTAL						
1974	0.88	1.25	0.18	0.24	3.28	5.83
1975	0.64	1.29	0.13	0.23	3.16	5.45
1976	0.81	1.18	0.17	0.21	3.08	5.45
1975						
3rd qtr	0.67	1.36	0.15	0.22	3.20	5.60
4th	0.64	1.29	0.13	0.23	3.16	5.45
1976						
1st qtr	0.64	1.21	0.16	0.23	3.03	5.27
2nd	0.69	1.20	0.17	0.21	3.02	5.29
3rd	0.77	1.19	0.18	0.23	3.08	5.44
4th	0.81	1.18	0.17	0.21	3.08	5.45
1977						
1st qtr	0.82	1.15	0.15	0.20	3.02	5.34
2nd	0.73	1.09	0.16	0.19	2.95	5.12

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National food survey: household food consumption in the second quarter of 1977

Main results of the national food survey for the second quarter of 1977 are summarised in the tables. The estimates are derived from records provided by a sample of 1979 households.

Average expenditure on food bought for consumption in the home (excluding sweets and soft drinks) rose by 25p (5.1 per cent) compared with the previous quarter to £5.15 per person per week. This average is in respect of expenditure per head by an average family of 2.01 adults and 0.91 children, so that expenditure for the whole family increased from £14.46 to £15.18. Expenditure per head (as well as expenditure per household) varies with the number of adults and the number of children in the family, so that for a family with two adults and two children the average was £4.50 per head per week (£18 for the whole family).

The increase of 5.1 per cent in average expenditure on food between the first and second quarters of 1977, compared with the increase of 2.8 per cent in the level of food prices paid by housewives participating in the survey, implies a rise of 2.2 per cent in the real value of food purchases per head. The main contributions to this rise came from increased purchases of poultry and cooked ham, and the seasonal displacement of old potatoes, root vegetables and canned soups by new potatoes, salad vegetables and ice-cream.

Compared with the second quarter of 1976, average expenditure rose by 82p per head (18.8 per cent) and the average level of food prices by 18.6 per cent. Although this implies virtually no change in the overall real value of food purchases per head there were some quite marked shifts in dietary pattern largely as a result of variations in supplies; for example increased household purchases of meat (especially pork) and potatoes but reduced purchases of fruit, fresh green vegetables, carrots, tomatoes, tea and instant coffee.

The further increase of 1p per pint in the price of ordinary grade liquid milk on 22 May was followed by a slight fall in consumption in June, but the average for the whole of the second quarter at 4.54 pints per person per week was barely different from that of the previous quarter, and it was again at a lower level than in the corresponding period of the previous year. Average consumption of cheese was 3.75 oz per person per week and it has shown very little variation over the past four quarters, remaining about a quarter of an ounce less than the record high level reached in the second quarter of 1976. Consumption of butter during the second quarter amounted to 4.51 oz per person per week compared with 4.67 oz in the previous quarter and 5.03 oz in the second quarter of 1976. Purchases of margarine declined between the first and second quarters, falling from 3.61 oz to 3.44 oz but nevertheless continued to be greater than in the corresponding periods of the previous year.

There was no significant change in consumption of eggs although the average price fell by 4 per cent (equal to 8 per cent in real terms) to 47.4p per dozen; average consumption was again lower than in the corresponding period of recent years.

Consumption of sugar fell seasonally to 11.32 oz per person per week compared with 11.53 oz in the second quarter of the previous year and there is therefore still no sign of it recovering to the levels which prevailed before the supply shortage of 1974. Consumption of preserves reverted to 2.33 oz, the same as in the second quarter of 1976.

Consumption of red carcase meat averaged 14.62 oz, almost the same as in the previous quarter but 1.38 oz more than in the second quarter of 1976; of this increase, 0.36 oz was in respect of beef, and 1.00 oz was in respect of pork (for which the average price paid by housewives was 6 per cent lower). Over the year there were also increases in purchases of bacon, ham, pork sausages and some meat products which more than offset decreases for poultry and other cooked and canned meats. Consumption of fresh and processed fish fell to a record low level of 2.39 oz per person per week, but in contrast, purchases of frozen fish and fish products reached a new high level of 1.36 oz. Over the year, the average price paid by housewives for fresh and processed fish increased by 29 per cent compared with an increase of 14 per cent in the average price paid for carcase meat.

Because of adverse growing conditions, supplies of most varieties of fresh green vegetables and of carrots, turnips and swedes

Table 1 Estimates of average household food consumption

oz per person per week [1]

	Year 1975	Year 1976	2nd qtr 1976	1st qtr 1977	2nd qtr 1977
Liquid milk (pints)	4.76	4.71	4.63	4.55	4.54
Other milk (eq. pints)	0.33	0.34	0.38	0.33	0.34
Cheese	3.79	3.79	3.98	3.78	3.75
Butter	5.63	5.16	5.03	4.67	4.51
Margarine	2.60	3.06	3.00	3.61	3.44
Lard and compound cooking fat	1.97	1.86	1.63	1.90	1.77
Eggs: purchases (number)	3.97	3.93	4.01	3.86	3.83
consumption (number)	4.14	4.08	4.19	4.04	4.06
Preserves	2.43	2.29	2.33	2.46	2.33
Sugar	11.29	12.20	11.53	11.95	11.32
Beef and veal	8.32	7.62	7.30	7.53	7.66
Mutton and lamb	4.25	4.20	3.84	3.92	3.85
Pork	2.73	2.89	2.10	3.22	3.10
Bacon and ham, uncooked	3.99	4.03	4.10	4.26	4.37
Bacon and ham, cooked (including canned)	1.00	0.99	1.03	0.82	1.08
Poultry and cooked chicken	5.73	6.00	6.63	5.42	6.50
Other cooked meat (not canned)	0.59	0.51	0.56	0.45	0.49
Other canned meat	2.21	2.32	2.23	2.09	1.92
Offals	1.15	1.15	1.10	1.35	1.13
Sausages, uncooked	3.22	3.29	3.06	3.38	3.53
Other meat products:					
meat pies and sausage rolls (ready-to-eat)	0.75	0.72	0.77	0.58	0.75
all others (not frozen)	2.21	2.13	2.05	2.25	2.34
Fish, fresh and processed	2.76	2.67	2.59	2.47	2.39
Canned fish	0.66	0.65	0.74	0.51	0.60
Fish and fish products, frozen	1.05	1.26	1.27	1.07	1.36
Fresh green vegetables	11.58	11.40	12.83	7.52	8.66
Tomatoes, fresh	3.87	3.94	4.03	1.95	3.66
Other fresh vegetables	9.92	10.58	9.11	10.95	7.42
Frozen vegetables	3.26	3.24	3.48	4.59	4.65
Canned tomatoes	0.98	1.06	1.24	1.21	1.32
Canned peas	2.76	2.84	2.77	2.71	2.86
Canned beans	3.83	3.99	3.78	4.17	4.07
Potatoes (excluding processed)					
purchases	41.08	31.84	26.81	33.84	34.36
consumption	43.90	35.30	28.09	36.28	35.65
Citrus fruit	4.92	4.73	6.05	6.57	5.91
Bananas	2.87	2.89	3.24	2.86	2.97
Apples	6.77	7.44	7.27	7.20	6.55
All other fresh fruit	2.95	3.25	3.16	1.40	2.45
Canned fruit	3.75	3.56	3.74	2.95	3.22
Dried fruit, nuts and fruit and nut products	1.27	1.42	1.08	0.96	0.92
Flour	5.16	6.02	5.60	6.70	6.35
White bread	27.68	26.43	26.99	25.05	26.75
Brown, wholewheat and wholemeal bread	3.30	3.60	3.67	3.78	3.76
Other bread	2.69	3.14	2.96	3.27	3.37
Buns, scones and teacakes	1.12	1.11	1.07	1.15	1.08
Cakes and pastries	3.12	2.85	2.80	2.67	2.92
Chocolate biscuits	0.95	0.99	1.00	0.96	0.95
Other biscuits	4.64	4.63	4.66	4.43	4.82
Breakfast cereals	3.05	3.25	3.28	3.10	3.27
Oatmeal and oat products	0.50	0.49	0.29	0.71	0.40
Canned milk puddings	1.56	1.53	1.38	1.50	1.29
Tea	2.18	2.21	2.21	2.41	1.98
Instant coffee	0.50	0.51	0.46	0.46	0.33
Canned soups	2.98	3.19	2.23	3.58	2.44
Pickles and sauces	1.71	1.66	1.69	1.54	1.62

[1] Except where otherwise stated.

Source: Ministry of Agriculture, Fisheries and Food

Table 2 Estimates of average household food expenditure

per person per week

	Year 1975	Year 1976	2nd qtr 1976	1st qtr 1977	2nd qtr 1977
Total household food expenditure	£3.77	£4.41	£4.33	£4.90	£5.15
	p	p	p	p	p
Liquid milk	30.47	40.80	38.74	46.37	47.78
Other milk	3.59	4.36	4.83	4.15	5.06
Cheese	10.38	12.06	12.37	14.11	14.50
Butter	9.95	12.74	11.58	15.36	13.70
Margarine	3.90	4.67	4.50	6.35	6.52
Lard and compound cooking fat	2.47	2.22	1.90	2.56	2.53
Eggs	12.54	14.04	14.28	15.88	15.13
Preserves	3.56	3.48	3.57	3.97	3.86
Sugar	9.38	8.87	8.27	8.82	8.42
Beef and veal	32.51	35.78	33.16	39.47	40.84
Mutton and lamb	13.12	15.43	13.86	16.44	16.78
Pork	9.61	11.37	8.90	13.30	12.57
Bacon and ham, uncooked	15.58	18.35	18.49	19.85	20.06
Bacon and ham, cooked (including canned)	5.44	6.14	6.48	5.23	5.88
Poultry and cooked chicken	12.24	14.58	15.16	14.92	18.68
Other cooked meat (not canned)	2.64	2.60	2.82	2.55	2.60
Other canned meat	6.18	7.28	6.96	7.30	7.15
Offals	3.22	3.36	3.18	4.12	3.58
Sausages, uncooked	6.92	8.16	7.45	9.09	9.46
Other meat products:					
meat pies and sausage rolls (ready-to-eat)	1.81	2.05	2.11	1.80	2.39
All others (not frozen)	6.01	7.01	6.53	8.26	8.94
Fish, fresh and processed	9.58	10.64	9.78	11.64	11.90
Canned fish	2.82	2.80	3.10	2.53	3.21
Fish and fish products, frozen	3.31	4.80	4.70	4.88	6.29
Fresh green vegetables	6.32	6.66	7.57	7.37	8.92
Tomatoes, fresh	5.31	5.31	8.41	4.24	8.79
Other fresh vegetables	6.55	7.89	8.42	10.29	18.39
Frozen vegetables	4.25	5.31	5.59	8.19	8.88
Canned tomatoes	0.97	1.00	1.13	1.30	1.46
Canned peas	2.03	2.31	2.20	2.38	2.68
Canned beans	3.14	3.48	3.26	3.85	3.82
Potatoes (excluding processed)	13.64	21.27	23.25	22.99	22.69
Citrus fruit	3.72	4.13	4.76	5.97	5.24
Bananas	2.62	2.86	3.17	2.95	3.60
Apples	5.38	5.75	6.30	6.75	7.93
All other fresh fruit	2.72	3.01	2.64	1.50	2.15
Canned fruit	4.41	4.64	4.68	4.39	5.13
Dried fruit, nuts and fruit and nut products	2.53	2.98	2.35	2.67	2.82
Flour	2.11	2.46	2.25	3.20	3.29
White bread	16.42	17.50	17.43	18.95	20.74
Brown, wholewheat and wholemeal bread	2.47	3.13	3.07	3.64	3.78
Other bread	3.66	4.30	4.10	4.99	5.11
Buns, scones and teacakes	1.85	2.03	2.16	2.27	2.52
Cakes and pastries	7.74	7.85	7.65	7.97	8.96
Chocolate biscuits	3.08	3.48	3.51	3.79	3.95
Other biscuits	8.04	8.53	8.45	8.81	10.02
Breakfast cereals	4.95	5.59	5.57	5.97	6.55
Oatmeal and oat products	0.50	0.53	0.34	0.84	0.53
Canned milk puddings	1.12	1.23	1.08	1.28	1.12
Tea	6.00	7.04	6.45	11.01	11.49
Instant coffee	4.19	5.94	5.15	8.10	7.43
Canned soups	2.62	3.08	2.13	3.74	2.80
Pickles and sauces	2.51	2.80	2.71	2.94	3.08
Other foods	29.26	35.28	34.72	38.55	31.69

Table 3 Nutritional value of household food as a percentage of recommended intakes[1] [2]

	National averages					Households with four or more children			
	Year 1975	Year 1976	2nd qtr 1976	1st qtr 1977	2nd qtr 1977	Year 1975	Year 1976	Averages of the April-June quarters in the three most recent years	Averages for year ended June 1977
Energy	96	95	93	93	93	88	91	91	88
Protein	120	121	119	121	124	106	109	112	106
Calcium	186	184	185	182	183	155	160	162	156
Iron	105	103	101	96	97	91	92	92	86
Thiamin	122	122	120	126	129	121	123	126	121
Riboflavin	126	126	125	127	126	124	126	128	120
Nicotinic acid equivalent	185	184	180	180	182	177	176	180	166
Vitamin C	177	166	172	154	167	154	138	140	133
Vitamin A (retinol equivalent)	198	212	213	213	201	183	204	198	189
Vitamin D [3]	82	83	85	84	82	65	70	71	73

[1] Department of Health and Social Security. *Recommended Intakes of Nutrients for the United Kingdom*. Reports on Public Health and Medical Subjects, No. 120, HMSO,1969.
[2] All values make allowance for wastage in the home of 10 per cent of the edible portion of food bought, and for expected losses of nutrients during cooking. [3] The survey does not evaluate welfare and pharmaceutical sources of this (or any other) vitamin. Furthermore, most adults need no dietary vitamin D, since they obtain all they need from the action of sunlight on the skin.

were about one-third less than in the second quarter of 1976, and the average prices paid by housewives for cabbage, cauliflower, and carrots doubled while those for leafy salads, turnips and swedes rose by over 30 per cent. Consumption of other root vegetables (including beetroot), onions and mushrooms was much the same as in the second quarter of 1976, but that of leafy salads, tomatoes and cucumber was between 9 and 18 per cent lower. Because of the shortage of fresh vegetables consumers had greater recourse to canned vegetables and to frozen vegetables; average consumption of the latter reached a record high level of 4.65 oz per person per week. Household purchases of potatoes were still affected by the poor supply situation and consumption was again well below normal at nearly 36 oz per person per week; about 40 per cent of this total was made up of new potatoes at an average price of 13p per lb compared with 9p per lb for old potatoes.

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Glasgow	041-248 6014	Scotland	846	779334
Leeds	445151	Yorks/Humberside	5361	557687
London	01-828 2384	London & South East	2079	917920
Luton	29215	Eastern	372	826115
Manchester	061-832 5282	North Western	6005	667952
Newcastle	25353	Northern	529	537429
Nottingham	49791	East Midlands	4062	377313

New companies registered in Northern Ireland in August

New companies registered in Northern Ireland in August are as follows:

	August 1977	January to August 1977	August 1976
Public companies limited by shares	—	—	—
Private companies limited by shares	45	501	42
Private unlimited companies	—	—	—
Public companies limited by guarantee not having a share capital	—	7	—
Private companies limited by guarantee not having a share capital	—	2	—
Private companies limited by guarantee having a share capital	—	—	—
Total nominal capital of companies incorporated	£1 112 300	£19 297 904	£2 010 800

Retail sales in August

Volume

The final seasonally adjusted index of the volume of retail sales in August is 107.2, close to the provisional estimate of 107. The estimate suggests that the increased trade in July, which followed lower levels in earlier months of 1977, has been maintained.

Because of this the volume of total trade in the three months June to August was 2 per cent higher than in the previous three months. However, the average level of sales during the first eight months of 1977 was still about 3 per cent below the annual average for 1976.

The recent recovery in sales has been confined to non-food shops. Sales by durable goods shops were 6 per cent higher in the June to August period, compared with the previous three months. Sales by clothing and footwear shops rose by 4 per cent and sales by 'other non-food' shops, which include department stores and mail-order businesses, rose by 3 per cent. Sales by food shops were little changed between these periods.

Value

Based on non-seasonally adjusted data, the value of total retail sales in August was 16 per cent higher than in August 1976. In the first eight months of 1977, the average value of sales was 14 per cent higher than in the corresponding period of 1976.

Inquiries: 01-215 3705.

The indices for all shops, food shops, and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months, but month to month fluctuations may sometimes make it preferable to average two months or four months.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The monthly periods consist of four weeks except those marked [1] which are of five weeks. The August 1977 sales period was the four weeks from 31 July 1977 to 27 August 1977. The corresponding period in 1976 was the four weeks from 1 August 1976 to 28 August 1976.

The value estimates are compiled inclusive of VAT, and will, therefore, reflect changes in the rates of VAT. The volume estimates, however, are not affected by these changes since the retail price indices used to 'deflate' the value data are themselves inclusive of VAT.

Within the total, sales are analysed by 'kinds of business'; ie the statistics are of sales by particular kinds of shop rather than of sales of particular commodities. For example, while sales by shops classified as food shops are mainly of food, many of them also sell other goods. Similarly, some food is sold by shops classified to other kinds of business.

The seasonally adjusted series include, where appropriate, adjustments for the timing of holidays (including the extra jubilee bank holiday) and adjustments to make allowance for the inclusion of an extra week in the January 1975 trading period. No adjustments are made to the non-seasonally adjusted data.

The article giving the *provisional* estimate of the seasonally adjusted index of the volume of retail sales for September and the increase in the value of sales compared with a year earlier will be published later this month.

Table 1 Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1971 prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15 895)	Food shops (6 693)	Non-food shops Total (9 202)	Clothing and footwear shops (2 314)	Durable goods shops (1 801)	Other non-food shops [2] (5 087)
1971	100.0	100.0	100.0	100	100	100
1972	105.8	101.5	109.0	105	115	109
1973	110.7	101.0	117.7	109	127	118
1974	109.9	101.8	115.9	107	123	117
1975	107.9	99.3	114.2	108	121	115
1976	108.1	99.1	114.6	108	124	114
1975						
1st qtr	111.1	100.8	118.6	112	129	118
2nd	109.2	99.0	116.6	108	130	116
3rd	105.4	98.1	110.6	107	111	112
4th	105.7	99.1	110.4	105	113	112
1976						
1st qtr	107.3	99.3	113.0	107	119	114
2nd	107.6	99.8	113.3	107	122	113
3rd	108.9	99.0	116.1	108	128	115
4th	108.5	98.2	116.0	108	128	115
1977						
1st qtr	105.0	94.9	112.3	108	118	113
2nd	103.9	95.3	110.0	103	119	110
1976						
August	108.9	99.4	115.9	108	128	115
September [1]	108.9	98.2	116.8	110	128	116
October	108.1	98.0	115.4	107	129	115
November	109.2	97.9	117.4	108	130	117
December [1]	108.3	98.6	115.4	108	127	115
1977						
January	106.7	94.2	115.8	113	123	115
February	105.7	95.5	113.1	107	120	113
March [1]	103.1	95.0	109.0	104	111	111
April	103.4	94.6	109.8	102	121	109
May	104.4	95.8	110.6	105	116	111
June [1]	103.8	95.5	109.8	101	119	111
July	107.0	94.3	116.3	110	129	115
August	107.2	94.9	116.1	113	122	116
1977						
March-May	103.6	95.1	109.7	104	116	110
1977						
June-August	105.8	94.9	113.7	107	123	114
Percentage increase	+2.1	−0.2	+3.7	+4	+6	+3

[1] Five-week period. [2] Including department stores and mail order businesses.

Table 2 Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15 895)	Food shops (6 693)	Non-food shops Total (9 202)	Clothing and footwear shops (2 314)	Durable goods shops (1 801)	Other non-food shops [2] (5 087)
1971	100.0	100.0	100.0	100	100	100
1972	112.0	108.9	114.2	112	118	114
1973	126.9	122.8	129.9	128	136	128
1974	146.7	144.5	148.2	149	143	150
1975	174.5	174.6	174.4	172	166	178
1976	200.3	204.4	197.3	190	186	205
1975						
1st qtr	166.0	162.3	168.6	171	162	170
2nd	174.2	172.7	175.3	169	178	177
3rd	176.7	178.9	175.0	174	161	181
4th	181.7	185.5	178.9	173	165	186
1976						
1st qtr	190.3	193.0	188.4	182	186	195
2nd	195.1	199.8	191.8	186	180	199
3rd	203.8	207.6	201.1	194	190	208
4th	211.9	217.3	208.0	199	197	216
1977						
1st qtr	217.1	222.4	213.2	207	190	224
2nd	221.6	230.1	215.6	203	196	228
1976						
August	204.2	208.4	201.2	193	191	209
September [1]	206.4	209.7	204.0	198	191	212
October	207.7	212.3	204.3	195	196	212
November	212.9	217.5	209.6	198	199	218
December [1]	214.5	221.3	209.6	202	195	218
1977						
January	217.6	218.6	216.9	214	196	226
February	218.1	224.3	213.6	206	194	224
March [1]	215.8	224.0	209.8	204	182	222
April	219.5	226.0	214.8	200	201	226
May	221.8	229.8	216.0	207	193	228
June [1]	223.2	233.5	215.8	202	195	229
July	232.8	236.4	230.2	223	212	240
August	237.6	240.4	235.5	232	208	247
1977						
March-May	218.8	226.4	213.2	204	191	225
1977						
June-August	230.6	236.5	226.3	218	204	238
Percentage increase	+5.4	+4.5	+6.1	+7	+7	+6

[1] Five-week period. [2] Including department stores and mail order businesses.

Hire-purchase and other instalment credit business in August

New instalment credit advanced by finance houses and retailers amounted to £417 million in August (seasonally adjusted). Finance houses' lending showed a marked increase compared with previous months, largely in new credit advanced for motor vehicles; retailers' lending also showed a marked increase. In the latest three-month period, June to August 1977, advances by finance houses and retailers were each 7 per cent up on the previous three months, giving a corresponding rise of 7 per cent in total advances.

The average weekly value of retailers' instalment credit sales in August was substantially higher than in previous months. Credit sales by durable goods shops were 7 per cent higher during the three months June to August than in the previous three months. Sales by department stores increased by 8 per cent and those by other credit retailers (including mail-order houses) by 6 per cent between the two three-monthly periods.

The debt outstanding to finance houses and retailers increased by £82 million in August, bringing the total increase in the three months June to August to £175 million, compared with £137 million in the three months March to May. Amounts outstanding to finance houses increased by £142 million and those to retailers by £33 million during the latest three-month period. At the end of August the total amount outstanding to finance houses and retailers was £2,994 million (*not* seasonally adjusted), 23 per cent more than a year earlier.

Reserves reach new high

UK official reserves at the end of September stood at $17,171 million – a rise of $2,319 million.

The total reserves include $400 million of a government loan of $1.5 billion and net accruals of foreign exchange borrowing by the public sector of $151 million under the exchange cover scheme.

British Film Fund Agency returns

The British Film Fund Agency has authorised the publication of the following information for the four weeks ended 27 August 1977.

	£
Distributors' earnings submitted	
Low-cost films	
Eligible (after multiplying by 2½)	47 997
Not eligible for 2½ times rental	34 231
	82 228
High-cost films (including newsreels after multiplying by 2½)	899 847
	982 075
Films under 3 000 ft (after multiplying by 2½)	72 803
	1 054 878
Levy collections paid to agency by HM Customs and Excise to 20 September 1977 approximately covering entertainments for the four weeks ended 27 August 1977	564 556

The tenth interim allocation for the twentieth year will be at the rate of 48 per cent.

Inquiries: Departments of Trade, Industry, and Prices and Consumer Protection, Economics and Statistics Division 6a, Room 349, Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB, tel. 01-215 3162.

Table 1 Hire purchase and other instalment credit business seasonally adjusted

£ million

	Total		Finance houses [1]		Retailers [2]	
	New credit extended	Change in debt	New credit extended	Change in debt	New credit extended	Change in debt
1971	2 053	240	990	165	1 063	75
1972	2 497	424	1 222	296	1 275	128
1973	2 871	438	1 453	332	1 418	106
1974	2 517	−155	1 037	−160	1 480	5
1975	2 992	−10	1 201	−55	1 791	45
1976	3 610	342	1 535	202	2 075	140
1975						
1st qtr	713	−8	284	−9	429	1
2nd	757	12	307	−13	450	25
3rd	750	−5	304	−18	446	13
4th	772	−9	306	−15	466	6
1976						
1st qtr	842	40	340	4	502	36
2nd	873	76	382	56	491	20
3rd	917	105	393	59	524	46
4th	978	121	420	83	558	38
1977						
1st qtr	1 017	143	460	87	557	56
2nd	1 057	134	489	122	568	12
1976						
December	331	34	148	34	183	—
1977						
January	324	43	135	13	189	30
February	342	50	157	33	185	17
March	351	50	168	41	183	9
April	349	47	154	41	195	6
May	358	40	171	46	187	−6
June	350	47	164	35	186	12
July	363	46	163	41	200	5
August	417	82	201	66	216	16
1977						
March-May	1 058	137	493	128	565	9
June-August	1 130	175	528	142	602	33
Percentage increase	7		7		7	

[1] Direct business only: ie excluding agreements block discounted with finance houses by retailers. [2] Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to table 2.

Table 2 Retailers' instalment credit sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1966 = 100

	Total [1]	Durable goods shops	Department stores	Other instalment credit retailers [2]
(HP and other instalment credit sales in 1966 £ million[3])	(862)	(327)	(46)	(489)
1971	134	138	138	131
1972	158	162	157	155
1973	176	165	181	183
1974	184	132	193	217
1975	218	161	231	254
1976	252	194	257	292
1975				
1st qtr	208	153	228	244
2nd	220	174	223	250
3rd	217	157	229	257
4th	226	163	242	267
1976				
1st qtr	243	189	263	277
2nd	239	187	227	275
3rd	257	196	259	297
4th	272	202	279	317
1977				
1st qtr	272	188	274	327
2nd	279	192	240	341
1976				
December[4]	269	195	253	320
1977				
January	275	193	282	330
February	270	186	270	326
March[4]	270	186	272	326
April	287	194	229	355
May	276	189	231	339
June [4]	274	193	257	330
July	295	212	272	353
August	318	204	269	399
1977				
March-May av.	277	189	246	339
June-August av.	294	202	265	358
Percentage increase	6	7	8	6

[1] Durable goods shops, department stores and 'other instalment credit retailers'. [2] General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments. [3] Excluding sales against checks issued by other organisations. [4] The monthly periods for retailers consists of four weeks except those marked [4] which are of five weeks. The period covered by August 1977 sales was the four weeks from 31 July 1977 to 27 August 1977. The corresponding period in 1976 was from 1 August 1976 to 28 August 1976.

Registrations of British, community and foreign films

The table gives details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 30 September 1977.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
The End of the Road	BR/E 39309/2/10/82	22	26 September	United Artists Corporation Ltd	Pelican Films
Shatter	BR/E 39320/2/10/82	90	30 September	EMI Films Ltd	Hammer Film Productions Ltd
Welcome to Blood City	BR/E 39321C/2/10/82	96	30 September	EMI Films Ltd	EMI Films Ltd and Blood City Productions Incorporated, Toronto
A Portrait of the Artist as a Young Man	BR/E 39322/2/10/82	90	30 September	Contemporary Films Ltd	Ulysses Film Production Ltd
Movietone News 2521	BR/E 39188/2/10/82	8	30 September	British Movietonews Ltd	British Movietonews Ltd
COMMUNITY					
Garden of Torment	EC 39311/2/10/82	90	27 September	New Realm Distributors Ltd	Stephan Films and Alexia Films, Paris
The Violent Breed	EC 39313/2/10/82	85	28 September	Intercontinental Film Distributors Ltd	Uranos Cinemato-Grafica SRL, Rome
FOREIGN					
I Was Fifteen	F 39310	100	26 September	Gala Film Distributors Ltd	Team Film AS, Oslo
Young Lady Chatterley	F 39312	95	28 September	Intercontinental Film Distributors Ltd	David Winters and Alan Roberts, Los Angeles
March or Die	F 39314	107	28 September	Columbia-Warner Distributors Ltd	ITC Entertainment Incorporated, New York
Demon Seed	F 39315	95	29 September	Cinema International Corporation (UK)	MGM Incorporated, California
Today is Forever	F 39316	96	29 September	Target International Pictures Ltd	Inter-Ocean Films, California
Cathy's Curse	F 39317	80	29 September	Oppidan (UK) Ltd	Cinepix Incorporated, Montreal
Draws	F 39318	75	29 September	Oppidan (UK) Ltd	Chuck Vincent Productions, New York
The Lacemaker (La Dentelliere)	F 39319	106	30 September	Contemporary Films Ltd	Panmovies SA, Geneva

AMENDMENT TO THE REGISTER

The title of the film 'Scream and Die' BR/E 37146/2/12/78 registered on 26 November 1973 has been amended to 'Psycho Sex Fiend'.

The title of the film 'The Great Scout and Cathouse Thursday' F 39043 registered on 9 March 1977 has been amended to 'Wildcat'.

Cinema admissions and takings in July

During July, counted as a four-week period, the weekly average of admissions to cinemas in Great Britain was 1.87 million and the weekly average of gross box office takings was £1.62 million. The comparable figures for July 1976 were 1.76 million and £1.31 million.

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704	714	724	734	744	754	764	774	784	794	804	814	824	834	844	854	864	874	884	894
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